

# Fence Industry



*TRADE NEWS...*

September 1961

The Journal for All Fence Erectors and Suppliers

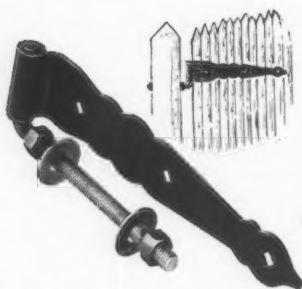
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International DIRECTORY Issue  
Products Listings—Page 10



# ARROWSMITH®

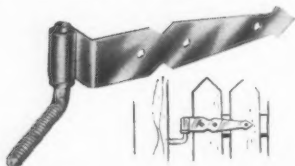
## ORNAMENTAL HEAVY DUTY HINGES



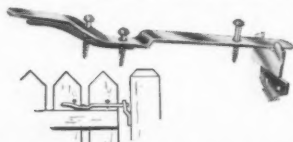
**HBH 7012 SERIES**—12" long. Artfully formed from 3/16" strap steel 2 1/2" wide. Three 5/16" holes for lag, carriage or machine bolt mounting. Bolt hooks are 5/8" in diameter, 8" long with four 5/8" nuts and washers. Available in antique black or cadmium finish, with or without carriage bolts. Bolts have 1 3/4" of thread.

### NEW! LIGHT WEIGHT HINGE FOR LIGHT WEIGHT GATES

**HSH 8006 C** Ornamental Hinges and **GL 5** Gate Latch may be used for either single or double acting gates, with a 3/4" offset mounting. Dependable spring action latch is positive locking, yet easy to operate. For flush mounting use **HSH 8007 C** Hinge.



**HSH 8006 C** Offset Screw Hook and Strap—**HSH 8007 C** Flush Type Cadmium plated 12 gauge steel strap 1 1/2" x 6" long. Screw hook is 3/8" x 4 1/2", with gimlet point thread. Mounting screws furnished.



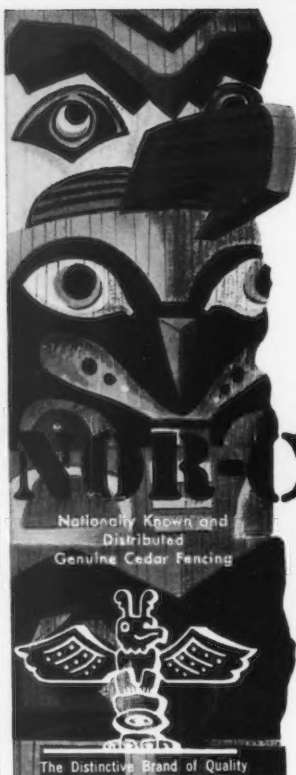
**GL 5** Double-Acting Gate Latch of 11 gauge cadmium plated steel, 1/2" x 6 1/2". Strong steel spring. Strike adjustable for gate sag. Packed with screws and instructions.

—Tel. SPing 6-2101—Or Write—

# ARROWSMITH®

## TOOL & DIE CORP.

P.O. Box 90095 — Airport Station  
• Los Angeles 45, California •



**BEAUTY  
PROTECTION  
PRIVACY  
DURABILITY**

*Rustic White  
Cedar Fencing  
of All Styles*

Nationally Known and  
Distributed  
Genuine Cedar Fencing



The Distinctive Brand of Quality

The MacGillis & Gibbs Company • 4278 N. Teutonia. Milwaukee 9, Wis.

Our two factories and large stock of seasoned material have enabled us to provide the kind of service that means pleased and successful dealers.

At present, there are excellent dealerships available. We invite you to inquire about adding **NORCRAFT** quality to the other fine products you now handle.

# DIXISTEEL®

## CHAIN LINK FENCE

FITTINGS • ACCESSORIES • PIPE • TUBING



A single source for all of your fencing needs. Adequate stocks. Full range of heights and weights of fabric. Competitive prices. Shipments made when specified.

Dixisteel Chain Link fabric is made from our own copper-bearing steel, woven, and then hot-dip galvanized in our own plant.

## ATLANTIC STEEL COMPANY

P.O. BOX 1714 ATLANTA 1, GEORGIA

# Fence Industry

TRADE NEWS

Vol. 4—No. 9

September 1961

The Journal of all Fencing and Erecting

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Driving rubbish receptacle attached to stake in one operation. This novel method is accomplished by using the down-pressure of the loader arms mounted on the Ford Tractor.

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### NOTICE

Closing date for all advertising and editorial matter is the 1st of the month preceding the date of issue. Omissions or errors appearing as a result of receipt of late copy cannot be construed as the fault of the publishers.

Edward H. Ellison  
Editor and Publisher

Paul E. Miller  
Features Editor

Rose Kaner  
Business Mgr.

Cyril Lee  
Advertising Mgr.

FENCE INDUSTRY Trade News, September, 1961. © Ellison Publications, Inc., (Executive and Editorial Office) 127 N. Dearborn St., Chicago 2, Illinois, U.S.A. Edward H. Ellison, President; R. Ellison, Secretary.

ADVERTISING: Refer all advertising, send all cuts, copy and illustrated material attention Advertising Dept., Fence Industry, Room 1341, 127 N. Dearborn St., Chicago 2, Illinois.—Telephones: RAndolph 6-2119 or 6-2120.

EDITORIAL: Manuscripts, photos, drawings and other materials submitted for editorial consideration are sent at contributors own risk. Return postage should be included otherwise contributed material will not be returned.

CLOSING DATES for advertising for each issue is the first of the month preceding date of issue. Directory issue out December (annually) closes October 15th.

SUBSCRIPTION RATES: United States, U. S. Possessions and Canada: Single Copy 60¢—One year \$5.00—Two years \$8.00 (Canada add 50¢ to annual subscription for special handling.) Foreign: One year \$6.50—Payable U. S. funds.

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Accepted as controlled circulation publication at Pontiac, Illinois . . . P. O. send form 3573 to FENCE INDUSTRY, 127 N. Dearborn St., Chicago 2, Illinois.

## High costs preventing low bids? Get FOSTER structural fence pipe... PLUS



The PLUS is in the savings! With Foster Structural Pipe for fence posts and rails you save two ways: material costs are lower; and, because Foster will cut your pipe to exact length, you'll cut fabrication and installation costs!

Foster Structural Pipe is full strength new mill pipe, 100% visibly round and sound. It's available in all standard wall thicknesses, black or galvanized, complete with top rail sleeves.

To meet all fence specifications Foster can supply every type of pipe, including Prime Tested Steel Pipe, Lightweight Pipe, Thinwall Steel Tubing in standard pipe sizes, and Aluminum Pipe and Tubing.

For all your pipe needs, call the Foster specialist near you, or write L. B. Foster Co. for Stock List FI-9, Pittsburgh 30, New York 7, Chicago 4, Houston 2, Los Angeles 5, Atlanta 8, Cleveland 35.

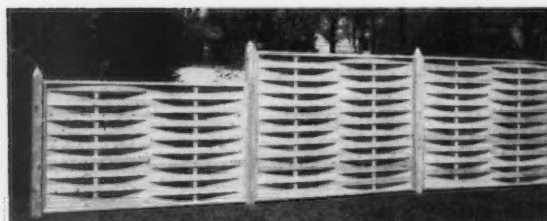
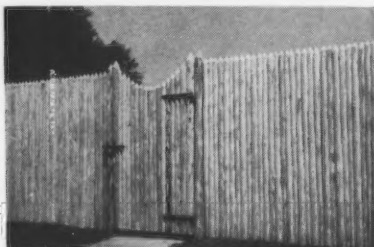
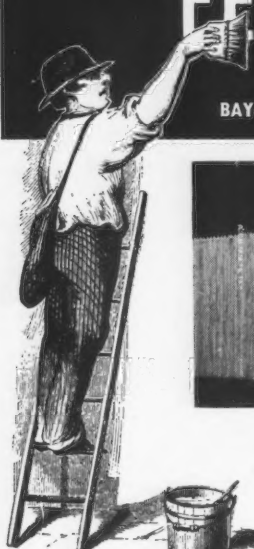


## Faster From Foster

Pipe • Valves • Fittings • Piling • Rail

# FARLEY FENCES

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BAY CITY 1, MICHIGAN



## When you sell FARLEY FENCES — you sell QUALITY!

This quality, which pleases your customers, is found throughout the complete selection of styles of Farley Fences. Farley prices also please — which means more sales and profits for you! The Farley

Fence line includes both rustic and dimensional types in Michigan White Cedar. A limited number of dealerships are available to those who qualify. Write immediately for details.



## CONTINENTAL Chain Link Fabric

The only fabric made of Konik Steel for greater strength and increased rust resistance

Longer Fence Life—Lower Maintenance Costs—these are powerful fence selling features. You get both when you use Continental Fabric. Proved in thousands of installations. Every link is made of Konik Steel . . . stronger by actual test plus increased clear through rust resistance. Galvanized after weaving for double protection. Heights and gauges to meet all residential-industrial needs.

**WRITE TODAY FOR COMPLETE WHOLESALE LIST**  
*Gates, Posts, Fittings also available*



Konik is Continental's own special analysis steel containing copper, nickel, and chromium in precise proportions for greater tensile strength—at least 85,000 lbs. per square inch, and extra clear through rust resistance.

**CONTINENTAL STEEL CORPORATION, KOKOMO, INDIANA**

## "Tri-Set"

### POST DRIVERS

NOW AVAILABLE FOR TRI-SET POST ANCHOR INSTALLATIONS

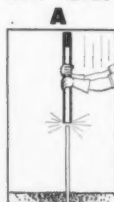
WITH THIS INEXPENSIVE TOOL YOU CAN REALIZE THE MANY PROFIT ADVANTAGES OF TRI-SET POST INSTALLATIONS

POST DRIVER CAN BE USED ON POSTS UP TO 2-3/8" O.D.

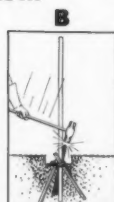
LENGTH 32 INCHES  
INSIDE DIAMETER 2-1/2 INCHES  
WEIGHT 26 LBS.



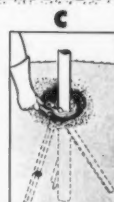
### ITS EASY AS...



Place post driver over post and work up and down like pile driver. Check post at intervals for plumb.



Dig recess around post about 4" deep to accommodate lock ring. Insert steel angles and drive into earth with sledge.



Tighten nut and bolt locking anchor to post. Cover setting with earth. Your post is now ready for use.

FOR FULL INFORMATION ON TRI-SET POST ANCHORS CALL OR WRITE...

**NATIONAL FENCE PRODUCTS, INC.**  
4620 West 54th Street Chicago 32, Illinois

Telephone: PORTSMOUTH 7-9292



## LETTERS



### Correction for Directory

Sirs:

Since we have discontinued production of metal sign posts, we request that our name be omitted from your listing under "Sign Posts—Metal" in the next edition of the INTERNATIONAL DIRECTORY OF FENCE MATERIALS.

Stanley Dalton H. K. Porter Co., Inc.  
P. O. Box 2562 Birmingham, Ala.

*Editor's Note: It's a good idea for all manufacturers or distributors who have changed their processes or addresses to notify us promptly. Now is the time, since the new edition of the DIRECTORY is in the making.*

### Beneficial to the Industry

Sirs:

I would like to take this opportunity to tell you in what high regard we hold your publication. We find it of great value to us and believe it is beneficial to the industry as a whole. We intend to continue and improve our support in the future.

T. M. Hackney Hackney Mfg. Corp.  
P.O. Box 22 Birmingham, Ala.

### Wants Iron Fences & Gates

Sirs:

We are seeking the names and addresses of manufacturers of iron fences and iron gates.

J. R. Gibson Gibson Insulation Co.  
1552 New Chapel Hill Durham, N. C.

### Wants Fencing & Gates

Sirs:

I am interested in information on fencing and gates—especially concerning units or components shipped. I would like to know the sources on gates, manufacturers of gates, and units shipped. Is there a trade association on fence and gate manufacturers?

W. C. Stenquist James Mfg. Co.  
Ft. Atkinson, Wis.

Sirs:

I would like information as to where I can buy a bender for production gate manufacturing.

Dave LaMoreaux Colonial Wood Fence  
Route 3 Charlotte, Mich.

### Pittsburgh Business Slow

Sirs:

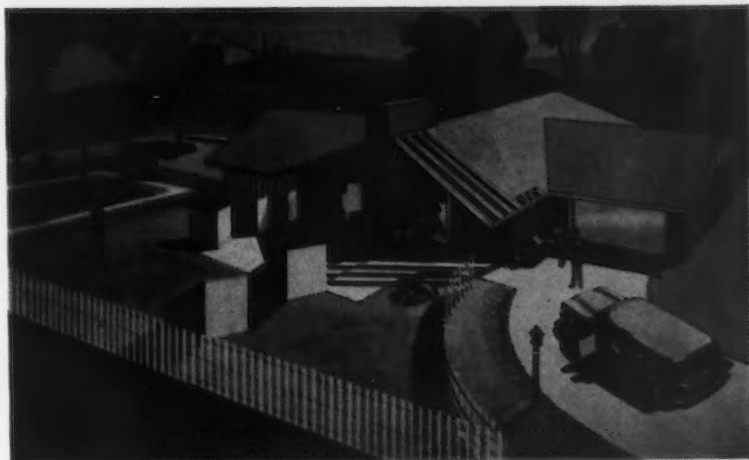
Let me say first that I am still delighted with the magazine; enjoy reading it very much and am keeping all copies since the first issue. As for business: well, it has not been too good—so far this year we are about even up with 1960, but certainly not ahead of it. I suppose we are in an economically depressed area and still reeling from the last political campaign when everyone was talking about a "depression" and things like that. While steel tonnage is up, employment is not up in proportion because of new machinery. . . . I have never known a time in all my 48 years in the fence industry when so many people were "shopping" for fence bargains.

Bill Murray Murray Fence Co.  
1677 Washington Pittsburgh 28, Pa.

set a  
new  
profit pace  
with  
PAGE-  
SETTING...

Panel-Vent \*

America's most glamorous all-steel fence



This year Panel-Vent sales will hit an all-time high, because Panel-Vent is the one product that meets all the demands of style-minded architects and home owners. Panel-Vent combines beauty, privacy and economy with the long life and low maintenance of quality all-steel construction.

Construction is of the finest galvanized spring steel, enhanced with a choice of baked enamel finishes. Three distinct styles in five popular heights fill every conceivable need for beauty, versatility and long-life.

Now is the time to cash in on the rapidly growing popularity of this new idea in fencing. Panel-Vent is nationally advertised and distributed. Write today for details of the fabulous new Panel-Vent dealer plan.



Panel-Vent

ALL PRODUCTS  
COMPANY ●

ALL PRODUCTS COMPANY, DEPT. C

MINERAL WELLS, TEXAS



## F. I. Mid-Year Survey Report and 1961 Trade Outlook.

### Sales Volume — Price Fluctuations — Cost of Labor and Materials —

THE FENCE INDUSTRY AS A WHOLE IS MOVING AHEAD in sales volume, though at only a moderate pace. The majority of dealers report prices to the consumer are down. Labor costs are up and materials prices to the trade remains steady.

CERTAIN TYPES OF COMPETITION UNFAIR according to a majority of fence dealers reporting in F.I.'s Survey. (A report of their comments appears in this issue.) Local fence restrictions are regarded as unfair by almost half the dealers offering an opinion on this subject.

MANUFACTURERS SHOW BEST GAINS and appear to be the most prosperous segment of the Fence Industry. Their gains do not reflect in a like situation for retailers. This may be due to build-up of inventories.—In brief, these and the following are the findings in the mid-year survey just completed by your editors.

#### SALES VOLUME. INCREASE NOT UP TO PAR. BELOW LAST YEAR'S TOTAL.

All segments of the industry racked up a 3.3% increase in volume of sales during the first six months of 1961 as compared to a like 1960 period. This 3.3% rate of increase indicates a downward trend in comparison to a 13.2% increase for the full year ending 1960. This could be interpreted to indicate a 7% decrease in volume for the year ending 1961. This picture may change if August-September business fills the gap. It may be however, that the recession or the effects of it, hit the field harder this year than last.

#### OPTIMISM PREVAILS. INDUSTRY LOOKS TO HIGHER '61 VOLUME.

The industry is optimistic and the majority contend that the rate of sales increase ('61 over '60) will reach 7.3% by the year's end. Even this rate would be below that of a year ago but it does indicate that business during the last half of 1961 will be at an accelerated rate.

#### HOW FIRMS FARED. MORE — LESS and SAME SALES TOTALS.

All segments of the industry reporting more business the first six months of 1961 comprise 56% of the total. 59% say the entire year '61 will show a decided increase. This may be compared to the 63% who reported more business in 1960 and to the 64% who predicted 1961 would exceed 1960 totals. Without realizing it, the industry is somewhat less optimistic than it was last year. Firms reporting holding to the same level of business or less volume is as follows: 28% doing less business; 16% at the same level; 56% increased volume during the first 6 months of 1961.

#### PRICES SLACKEN OFF. COMPETITION LOWERS PRICES IN MANY AREAS. CONSUMERS BENEFIT.

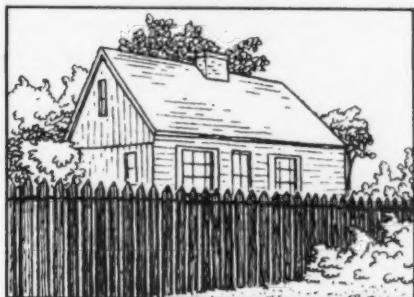
Averaged out for the industry in its entirety, prices showed a decrease of 2.8%. The downward trend by dealers in their prices was 3.6%; by manufacturers 1.3%; by jobbers or distributors 3.6%. Consumers who may benefit by price cutting are reported as doing considerable shopping these days. The number of firms reporting as holding price levels is 48%; firms reporting an increase in prices 11%; firms reporting a decrease in prices 41%. On the basis of this mid-year trend it is obvious that many year end financial statements will show high sales figures and lower profits.

#### COST-OF-LABOR IN 12 MONTH PERIOD ON THE INCREASE.

The cost-of-labor averaged out for the entire industry increased 2.9% during the 12 month period, mid '60 to mid '61. Broken down by the number of firms (in percentages) reporting, this is how it appears: Increased labor costs 54%; Held same level 43%; Decreased labor costs 3.0%. Permanent staffs in many instances are being reduced to cut overhead thereby permitting higher volume of peak season employment.

MORE—Page 10

## YOUR CUSTOMER IS INTERESTED IN PROTECTION!



Important outdoor areas, his pool, his garden, his patio, can be protected by a size and style of Lincraft Ornamental Wood Fences. From 3-foot high garden picket fences to 6-foot high basketweave or stockade fences, with Lincraft you suggest protection combined with beauty to blend with any landscape. A suggestion which can lead to EXTRA profits for you.

We invite you to inquire about adding Lincraft quality products to the other fine items you now handle. We have dealerships available.



# Lincraft inc.

404 East Broad St., Burlington, N. J.

"THE FASTEST GROWING NAME  
... IN QUALITY FENCING"



**GIBRALTER FENCE COMPANY**

*Manufacturers and Distributors*

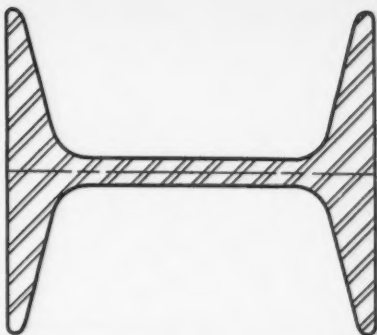
**CHAIN LINK FENCE**

P. O. Box 7785 1200 Oliver St.

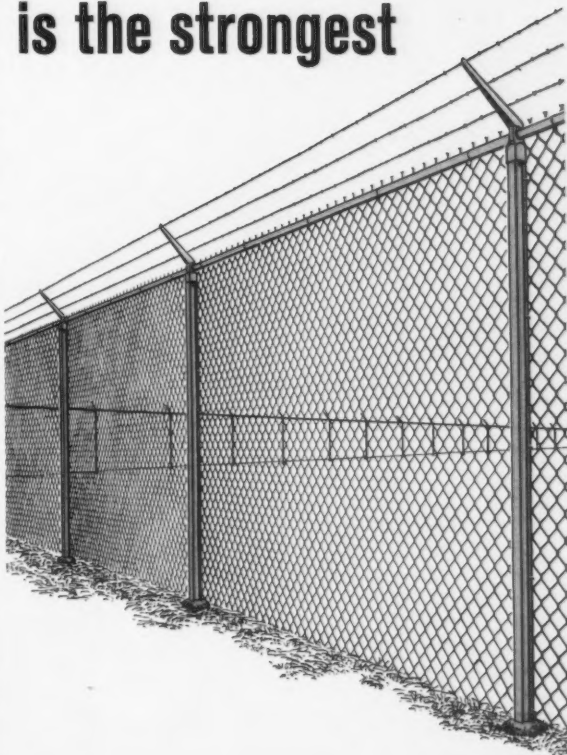
HOUSTON 7, TEXAS

Wholesale Only

Tel. CAPITOL 7-4368



## H-post construction is the strongest



Build quality into your fence construction with **CYCLONE H-POSTS**, the only post specifically designed for Chain Link Fence. • **CYCLONE H-POSTS** are available for immediate shipment in three standard sizes . . . 4.1#, 2.7# and 2.2#. Order galvanized cut to standard post length to avoid waste and eliminate your cutting time. • Cyclone also manufactures a complete line of **QUALITY FENCE FITTINGS**. • Call your local Cyclone representative today for prices and complete information or write to Cyclone Fence, 614 Superior Ave., N.W., Cleveland 13, Ohio. USS and Cyclone are registered trademarks

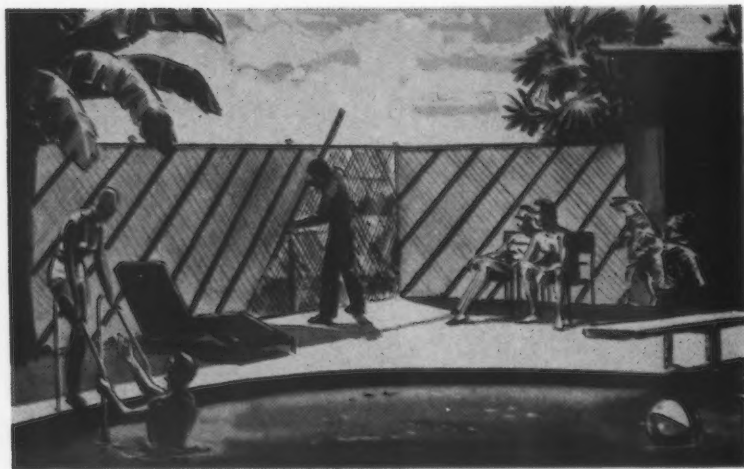


**American Steel & Wire  
Division of  
United States Steel**

Cyclone sales offices coast to coast

# give your PROFITS a 2-WAY BOOST with Panelweve

The  
best profit-  
building new pro-  
duct to hit the fence  
industry in many years  
is Panelweve...because  
Panelweve helps you  
build volume and  
profits two  
ways.



## NEW SALES TO OLD CUSTOMERS

Every owner of a chain link fence is a prospect for Panelweve. Inexpensive and easy to install, Panelweve aluminum pickets provide the glamor and privacy your chain link customers didn't think they could afford.

## MORE SALES TO NEW CUSTOMERS

Sales volume goes up when you sell link fence plus Panelweve. This profit-producing combination gives your customers everything they want in a fence — beauty and glamor, plus the durability and low maintenance of steel and aluminum.

PANELWEVE has these  
built-in sales advantages:

- Exclusive  
"Lok-Top" design
- Made from spring-tempered Reynolds aluminum
- Lifetime finish in seven decorator colors
- Pre-cut to exact lengths
- Simple to install in any chain link fence
- Nationally advertised

\* Pat. Pending

Distributed nationally by leading fence manufacturers.  
Write today for the name of your distributor.

# Panelweve

## "LOK-TOP" ALUMINUM PICKETS

ALL PRODUCTS COMPANY, DEPT. C

MINERAL WELLS, TEXAS

## LETTERS



### Where Do We Go from Here?

Sirs:

I want to comment particularly on your feature article concerning Fence Restrictions. While I am a long ways from being a lawyer, I have read and re-read the several Supreme Court cases you cited, and have tried to summarize my own thinking of what they prove. There does appear to be—per the conclusions you indicate—some basic established fundamentals. The big question appears to be: what good are they going to do the average guy in the average case?

I think you have done a fine job of putting the broad problem before your readers, and the industry, and I am wondering if you have as yet had any particular reaction? I would be especially interested in seeing whether anyone else in the industry—anyone in the wood manufacturing end or the steel fence manufacturing end—volunteers to try and do something on a broad over-all program such as my original letter suggested.

Where do we go from here? What are your suggestions? As previously expressed, my company and myself stand ready to cooperate.

N. A. Eddy, Pres.      Habitant Fence, Inc.  
Bay City, Mich.

*The cases we have published in "Legal Aspects of Fencing" should be helpful to all fence firms in the U.S.A. They now have some specific ammunition to quote from should the necessity arise. Prior to our publication of this information, few people knew about these specific court findings, other than the principals involved. Culling out the fence decisions from volumes of court cases was quite a task. "Where do we go from here?" That depends on the number in the field who maintain an interest in the problem.—ED.*

### Booster for Magazine

Sirs:

I have enjoyed immensely reading your fine magazine. You have brought out many interesting articles on our trade and on the line of business we do, including many easier ways to do our work. Enclosed check for \$8 is for our two-year subscription. Thanking you in advance for your many kindnesses, I remain, a booster for your magazine.

B. E. Collins      Collins Fence Service  
23 Dolloff Ave.      Beverly, Mass.

### Mesh Panels Wanted

Sirs:

We would like to have information, prices, and samples of colored mesh panels, 3 x 10, for use on railings for planned motel and store building (outside use). Also information on snow fences.

Rio Grande Fence Co.      P.O. Box 88  
Skyland, N. C.



# NEW FOR '61! HABITANT FENCE



FEATURES  
**REYNOLDS  
ALUMINUM NAILS!**

**ANOTHER FIRST FROM HABITANT** . . . the leader and the most respected name in wood fence. Now you can offer your customers all the beauty and character of wood fence — and guarantee its beauty for life, maintenance-free! No streaks, stains and discoloration from rusted nails! Habitant, with the most complete line of time-proved designs, now is more desirable than ever with weatherproof Reynolds Aluminum Nails. Note: Habitant Fence is regularly assembled with galvanized nails; aluminum nails when specified, per current price list.

Thirteen styles, factory-fabricated of Michigan White Cedar — in sections to exactly fit your ground plan. Fast, easy installation. Get those extra profits without inventory, without investment. Sell Habitant! The best known rustic fence in the country.

LIMITED DEALERSHIPS AVAILABLE. SEND FOR CATALOG AND DETAILS

**HABITANT**  
HABITANT FENCE, INC., BAY CITY 6, MICHIGAN



DEFENDER  
STOCKADE

new  
style

PARK AVENUE  
"MILLED"  
PICKET

MACKINAW  
BARK  
PICKET

WESTCHESTER  
LAP RAIL

## HAYNES EARTH DRILLS



### WHY MORE ERECTORS ARE BUYING HAYNES AUGERS

- ★ QUICK CHANGE SNAP-ON AUGERS WITH BOLT-ON POINT and BLADES—DRILL ALL SOILS—SAND ROCK AND ROCKY GROUND
- ★ FLEXIBLE CABLE DRIVE FOR PORTABILITY
- ★ CENTRIFUGAL CLUTCH AND FINGER-TIP THROTTLE CONTROL
- ★ 2½ — 3 or 4½ HP CLINTON or BRIGGS STRATTON ENGINES
- ★ ENGINE ON WHEELS — LIGHT — EASY — ONE-MAN OPERATION
- ★ HIGH SPEED AUGER CUTS HOLES FASTER AND CLEANER WITH NO STICKING

**SNAP-ON AUGER SIZES 4" 6" 8" 9"**  
**WITH EXTENSIONS FOR GREATER DEPTHS**

**HAYNES** SEE YOUR DEALER or WRITE  
MANUFACTURING CO., Livingston, Texas



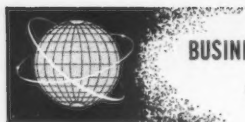
*Call Collect*

We manufacture a complete top quality line of Chain Link Fence Fittings and Gates. Large ready to ship inventory, fast service. Buy 200 lbs.—get Free Delivery.

Call collect Whitehall 9-4424.

**SOUTHERN METAL PRODUCTS**

P. O. BOX 3246, NEW ORLEANS, LA.

**MATERIALS PRICES  
REMAIN STEADY. SOME  
PRICE FLUCTUATIONS.**

The averaged out price trend of materials showed an increase for manufacturers over the past 12 months of 1.1%. Dealers in the main report prices of their suppliers as steady with little change in 1961. This does not include 24.1% reporting an increase in suppliers prices and 15.9% reporting lowered prices. As the differential between foreign-made and U.S.A. products is as much as 15% in some instances, this factor has held prices fairly steady. A contradictory note in this phase of our survey is that distributors report an average 3.6% decrease in their prices, somewhat higher than the industry average. Distributors reporting price decreases: 45.7%; increases 8.7%; same level 45.6%.

**FENCE & GUARD RAIL  
HIGHWAY JOBS ARE  
HIGH TICKET ITEMS**

Highway construction is providing its share of jobs for fence firms all across the nation. Contracts for fencing and guard rail total well into the millions each year. A Chicago fence firm, for example, recently was awarded contracts totaling nearly \$400,000. A Toledo fence firm, in the three-year period 1961-63, is contracted for about \$1 million in fence and guard rail jobs.

The \$818 million in federal highway funds which was released to the states in August (two months ahead of schedule) will further stimulate highway construction and will mean an accelerated tempo for fence firms specializing in this work. Bidding in this field is highly competitive, but the fence firms who do go after this business wind up with contracts totaling from \$20,000 to \$100,000 each—seldom less. Watch, too, for a steadily increasing market in median-barrier fencing for highways. The combination of wire rope reinforced chain link is proving effective in eliminating head-on collisions, will be in strong demand in the years ahead.

**FENCE SUPPLY IMPORTS  
STEADILY INCREASING  
SOME UP 14 TIMES**

Import vs. export trade balance—watch for much more discussion of this subject in the months ahead. Total trade balance is favorable. In 1960 the U.S. exported \$7 billion more in goods and commercial services than it imported. No question that foreign trade is responsible for a great deal of employment—some put the figure at 5,000,000. However, in some industries the balance is beginning to go the other way.

One of these industries is steel, which of course affects the fence industry. U.S. share of total world steel ingot production declined from 46 percent in 1950 to 26 percent in 1960. U.S. steel export tonnage declined from 15 percent of world steel trade (1950) to about 7 percent (1960). During the same decade, steel imports increased from 1-1/2 percent to almost 5 percent.

Since 1957 there has been an annual loss in exports of steel mill products of about 2.8 million product tons—many thousands of jobs in the steel industry were lost or not provided because of these trends. This is the opinion of R. Conrad Cooper, executive vice president-personnel services, United States Steel Corp. Changes in the import-export balance (1950 to 1960) which directly affect the fence industry are as follows: Pipe and tubing, from one-half of one percent of the import percentage to 7 percent, about a 14-time increase; wire and wire products, from 2 percent to about 18 percent. In 1960, imports accounted for 53 percent of the U.S. market for barbed wire.

**WHAT DO U.S. FIRMS  
NEED TO REMAIN  
COMPETITIVE?**

Can U.S. products remain competitive? Yes, if employment costs and inflation do not keep rising. U.S. employment rates in steel already are three to seven times higher than foreign—and foreign employment costs, if they are rising at all, are rising so slowly that they have no real significance. One other factor would help greatly in meeting foreign competition: more liberal depreciation laws. Present depreciation deductions, it is estimated, allow steel companies only about two-thirds of the amount necessary to maintain their tools of production intact. Foreign countries giving strongest competition have far more liberal depreciation laws.

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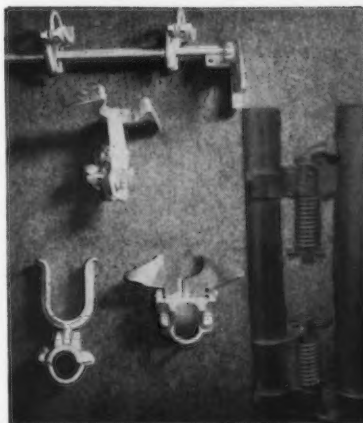
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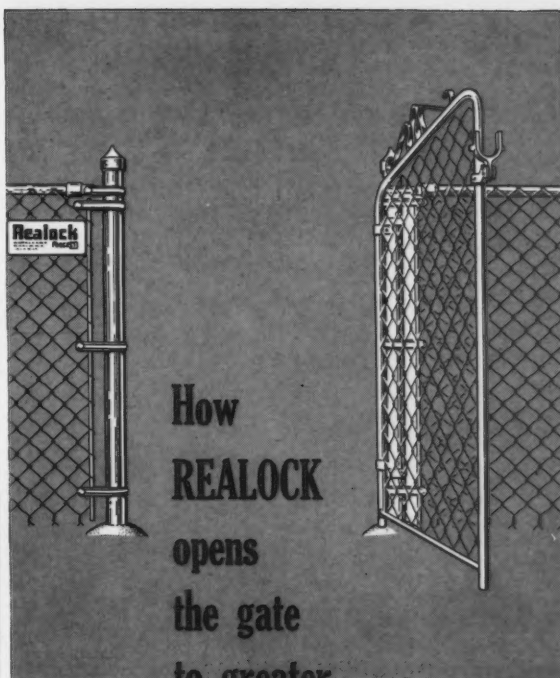
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**PROMPT DELIVERY** — Realock Fence is made in three locations and stocked in conveniently located warehouses from coast to coast.

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# How Tax Laws Can Effect Inventory, Equipment Leases

## TAX POINTERS

Inventory valuation must appear reasonable to treasury agents—examples are given. Equipment leases may be regarded as sales under certain circumstances. Stockholders' autos ruled dividends.

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### How Treasury Agents Will Check Inventory Valuations

The crackdown ordered by Revenue Commissioner Caplin on understated inventory valuations—reported here recently—is already under way. Where a business return shows inventories, agents aren't merely checking the inventory sheets. They are now also applying certain tests to determine whether the total inventory is *approximately reasonable*.

Here are two methods which agents have already used in current examinations to test whether inventory valuation seems unreasonably low:

**A check on purchases of the last few months.** Subtract from the purchases of goods for the last few months of the taxable year the cost of the goods sold in the same few months. The final inventory should be at least *equal* to the difference, and to seem *reasonable*, should be *materially above* the difference. If it isn't, expect the agent to ask questions.

**Illustration:** A business that works on a gross profit of 40% shows a closing inventory of \$50,000 for '60. Its purchases of goods for Oct., Nov. and Dec. '60 totaled \$150,000. Sales during the same period were \$120,000. On a 40% gross-profit-on-sales ratio, the cost of the goods sold should be \$72,000. This business should therefore show a final '60 inventory of at least \$78,000 (\$150,000 less \$72,000), not \$50,000. The business will have to explain this.

**Observation:** A reasonable explanation of this situation might be, for example, that a large proportion of sales during the period were at lower-than-normal markup, or that heavy markdowns in inventory values were forced by market conditions.

**A check on sales for the first few months of next year.** The cost of goods sold in the first few months *after* the taxable year

should *not* be *more* than the final inventory for the taxable year plus the purchases of goods in those first few months.

**Illustration:** A business operating on a 40% gross profit margin shows a closing inventory of \$40,000 for '60. Sales in Jan., Feb. and Mar. of '61 totaled \$150,000 while purchases during the same period totaled \$40,000. On a 40% gross profit margin, the cost of goods sold in the first quarter of '61 was \$90,000. These figures indicate that something is wrong. To make sales of \$150,000 required \$90,000 of merchandise. Yet inventory at the end of '60 plus purchases in the first quarter of '61 totaled only \$80,000. And such a discrepancy is even more serious than \$10,000 since most businesses will almost always have to carry some minimum inventory.

**Observation:** Just about the only possible explanation for such a situation would be an abnormally high gross margin on sales, perhaps due to a sharp increase in prices in the industry or trade.

*In brief, companies whose records show inconsistencies of this sort can expect trouble on an examination of their tax returns.*

### Equipment Leases Upheld Against Claim They Were Sales

Many equipment manufacturers and dealers offer prospective customers either a lease or a conditional sale of the item. Many customers find the lease method is preferable for both tax and financial reasons.

But where such equipment leases give the customer an option to buy, or provide for sharply tapered rentals, the Treasury has been claiming that the leases are, for tax purposes, really *conditional sales and purchases*.

A federal district court has just upheld the validity of three standard equipment lease arrangements,

which the Treasury has treated as sales. Here are three types that were upheld as valid. Each was a lease for seven years.

**Plan A.** For each of the first three years the rent is equal to 25% of what an outright sale would have cost; for each of the remaining 4 years it's equal to 10% of the selling price. At the end of three years the lessee can return the property, or buy it for 45% of the list price, or, he can return it or buy it at the end of each succeeding year thereafter, for 40%, 35%, 30% or 25% of the list price.

**Plan B.** The rent is 30% of the list price for the first year, 25% the second, 20% the third and 10% for each of the remaining four years. The lease can be terminated in any year after the second. The equipment can be bought at the end of the second year for 60% of list price, and thereafter at the same prices as under Plan A.

**Plan C.** Yearly rentals are 35% of list price for the first year, 25% for the second, 15% for the third and 10% yearly thereafter. At any time after the first year the lease can be terminated or the property purchased, with the price at the end of the first year equal to 80% of list, and thereafter the same as under Plan B.

The Treasury treated all these leases as sales and taxed Kearney & Trecker Corp., the equipment manufacturer, on the full "sale" price immediately. But the district court disagreed. The court held that the option prices to buy were rough approximations of the value of the machine at the end of any given year, and the rentals were reasonable compensation for the average loss in value of the machines. This, it said, is borne out by the fact that about 44% of the lessees chose to terminate their leases.

The Treasury argued that requiring 75% of the rent to be paid in

**MORE—Page 13**



three years and not relating the rent to the lessee's use of the equipment made these arrangements Sales. But the court said neither factor had this effect without proof that the rents were excessive or that the lessee was acquiring an equity in the machine. It said that the option prices to buy were substantial and represented a reasonable price for the used equipment. Therefore the deals were valid rentals.

**Observation:** While this particular case involved the *lessor*, the principle applies equally to the *lessee*. Firms that leased equipment under similar agreements can now cite this decision to justify their rent deductions. But the Treasury will probably stick to its views until some higher courts agree with this court's reasoning.

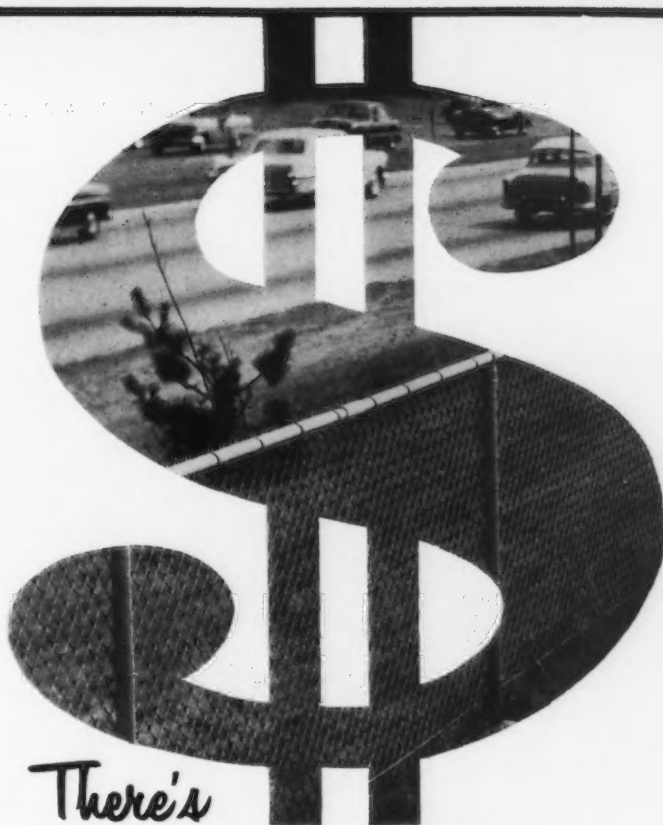
### **Autos for Stockholders Hit as Dividend**

This Report has frequently stressed the care stockholder-officers must use in dealings with their closely held corporations. Here is another example of how costly it can be to ignore warning.

A closely held corporation was owned 50-50 by two stockholder-officers. On Jan. 5, '55 the corporation adopted a resolution paying each officer \$1,000 a month as compensation. During the same year the corporation purchased a car for the personal use of each stockholder.

On Dec. 15, '55 the corporation decided to transfer title to the cars to the stockholders personally, and did so in the spring of '56. The corporation deducted the cars as *additional compensation* on its tax return, and the stockholders included that amount in their returns as *income*.

Nevertheless the Treasury ruled that the automobiles were *dividends*, therefore *not deductible* by the corporation. And the Tax Court agreed. It held that the evidence didn't show that the cars were bought or title was transferred with the intent of paying the officers added compensation. The court said the record indicated only that the stockholders wanted and needed new automobiles and that they had the corporation buy them.



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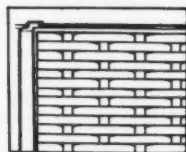
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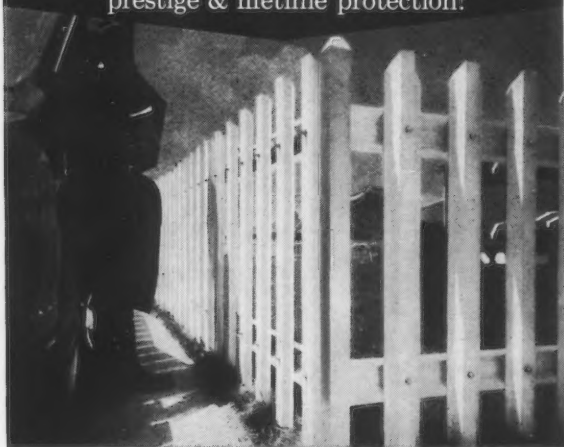
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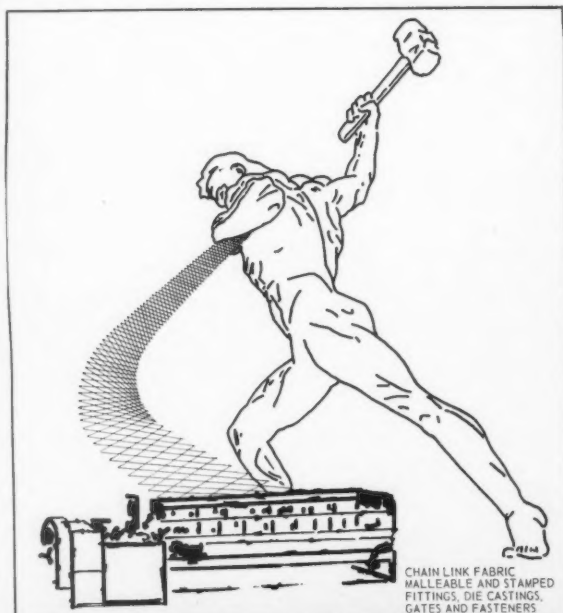
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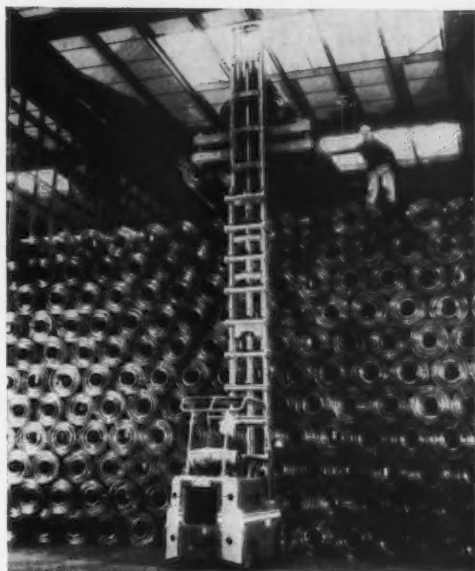
# Fence Firm Solves Inventory Storage Problem

Parrish-Alford Fence & Machinery Co. is now able to maintain steady production, without seasonal peaks, by utilizing its new high-bay warehouse to the fullest, with high-lift materials-handling equipment.

Right, floor-to-ceiling storage of welded wire fabric is possible in the new Parrish-Alford warehouse. Unit loads of 10 to 14 rolls (up to 2,000 pounds) can be elevated 31 feet with special "Utilitrac" fork truck. Worker at upper right prepares to roll top layers onto pile, then the forks are withdrawn from the bottom layer, and the process is repeated.

A new warehouse, plus special materials-handling equipment, has leveled off the seasonal fluctuations in the work load for Parrish-Alford Fence & Machinery Co., Rock Falls, Ill. The warehouse was constructed to relieve a critical storage-space shortage for the company's finished products—galvanized welded wire fabric, used as fencing and reinforcement mesh. The plant can now work on a regular five-day-a-week schedule to build up inventory for anticipated seasonal orders. Formerly, the plant worked six and seven days a week, with temporary help and excessive overtime.

A fork truck equipped with one of the highest up-rights ever built for a production model enables Parrish-Alford to utilize floor-to-ceiling storage capacity in the new bay warehouse—the bays are 32 feet high. A special "Clark Utilitrac" high lift truck can elevate loads weighing 2,000 pounds as high as 31 feet, two inches. The equipment was made by the Industrial Truck Division, Clark Equipment Co., Battle Creek, Mich.

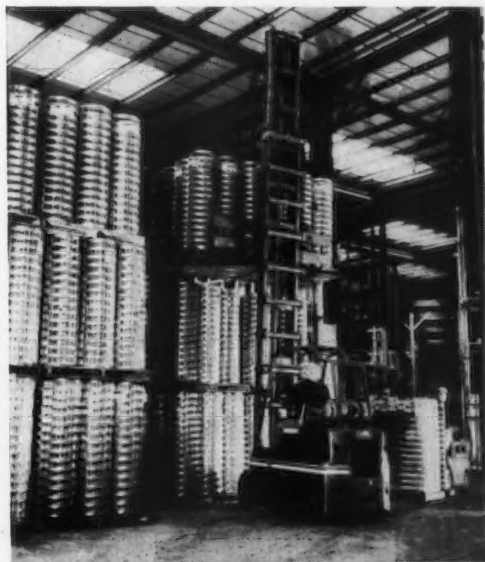


Moving welded wire fabric from production line to storage warehouse is made easy with high fork lift trucks.

In the plant, which adjoins the warehouse, rolls of fencing are palletized as they come off the production line. Pallets are taken to the warehouse by lift trucks equipped with conventional forks; the pallets are stacked three high. Then the "Utilitrac" handles two of the 54-inch square pallets at a time and tiers these loads. This truck will also be used to lift pallets to a balcony the company plans to add above two ground-level rail tracks in the warehouse. A conventional fork truck will operate in the balcony to distribute loads placed there by the high-lift truck.

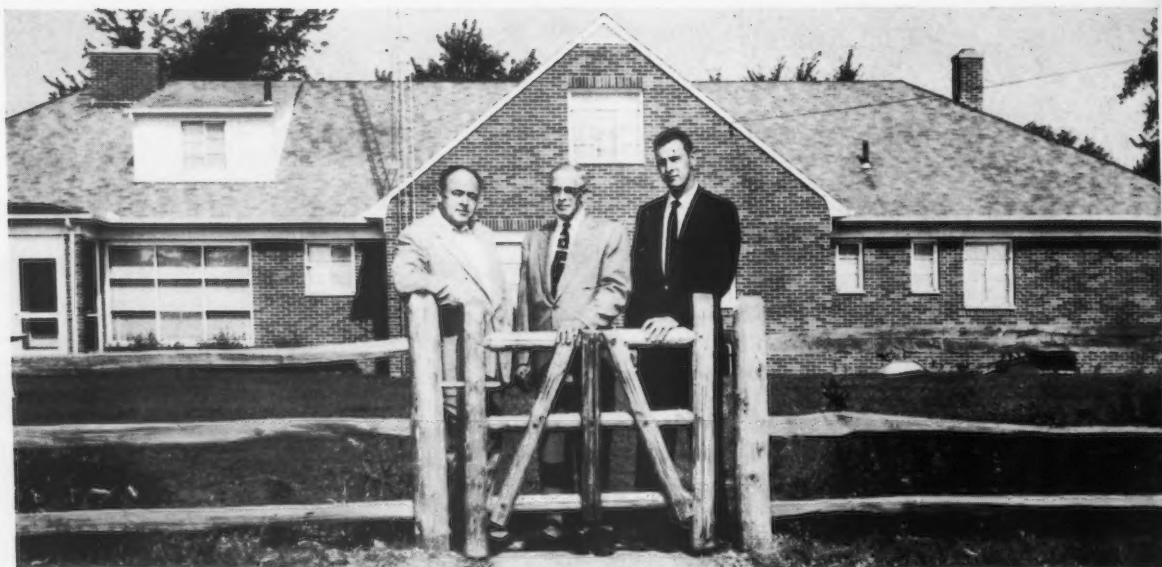
Rolls of reinforcing wire are loaded onto custom-built carts as they come off the production line. An old Clark fork truck has been modified to haul the carts to the warehouse by means of a towing pin installed on the fork carriage. Then the high-lift fork truck picks up either four or five rolls of wire on 48-inch long block forks which fit into the core of the rolls. Other rolls are positioned on this base, pyramid-fashion. This unit load is elevated into place atop the storage pile, where the top layers are rolled off, and the forks are withdrawn.

The height of the upright on the modified truck posed special stability problems. To prevent sway at extended lift-heights, the lift truck has solid tires instead of cushion tires, and a non-pivoting steer axle allows no vertical movement. A mechanical safety lock prevents the operator from accidentally back-tilting loads when the upright is extended. As an additional stabilizing feature, a hydraulic accumulator on the upright cushions shocks while traveling with loads.



Palletized loads of wire mesh fencing are stacked three high—to make maximum use of the ceiling height in the new warehouse of Parrish-Alford Fence & Machinery Co. High lift truck handles two pallets at a time. Smaller truck (at right) delivers pallets from production line.





The three partners in The Wood Products Company, left to right: Richard W. Jacobs, G. A. Jacobs, Sr., and G. A. Jacobs, Jr.

## They Sell Wood Fencing Exclusively, Successfully

For two decades, The Wood Products Company of Toledo has been specializing in rustic wood fences. The company has grown steadily to present annual gross of \$400,000.

**I**N the second and third decades of this century, a blight known as "endothia parsitica" struck the chestnut trees in the United States (mainly in the Appalachian Mountains). The blight destroyed the chestnuts, much as the "Dutch Elm" disease today is destroying the latter species. But chestnut trees—some of them as high as 100 feet and 12 feet in diameter—rot slowly. These dead chestnut trees are the very ones which today supply the raw material for the rustic wood fences produced by The Wood Products Co., 421 Phillips Ave., Toledo, Ohio.

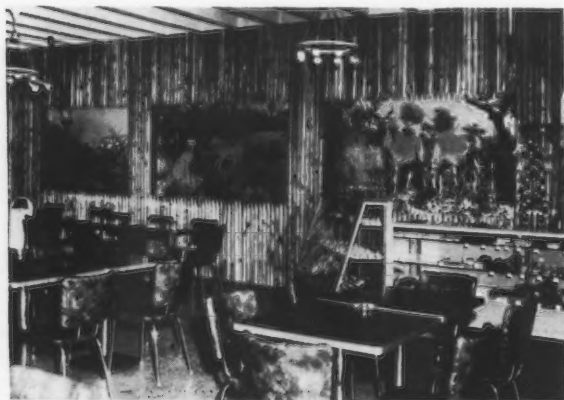
The chestnut trees are being utilized for wood fencing by the company at the rate of about 300 carloads per year. The firm has a total of four producing yards (besides the one in Toledo), but main producing headquarters are located on some four acres of ground at Clinchburg, Va., which, along with the

yard at Damascus, Va. is serviced by the Norfolk & Western Railroad. The plants and yards at Webster Springs and Bayard, W. Va. are served by the Western Maryland Railroad.

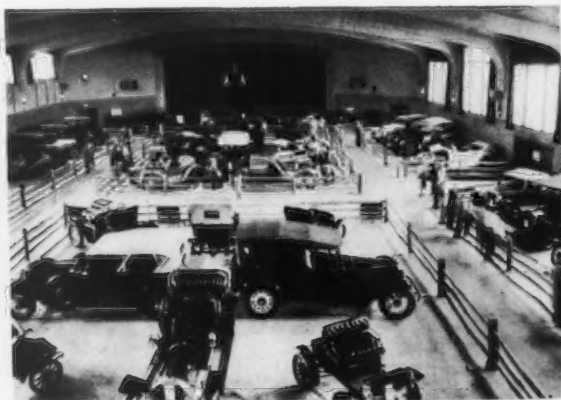
In 1928, G. A. Jacobs, Sr. founded the Standard Cedar & Supply Co. In 1933, the name was changed, and was re-organized as The Wood Products Co. From the beginning, however, the company was (and still is) located on about two-and-one-half acres on Phillips Ave., at the New York Central Railroad.

Prior to this, Jacobs had worked in his grandfather's sawmill and lumber company; had participated in his own lumber business in Kentucky and Tennessee; and had been general superintendent of the Union Cedar Co., in charge of their operations in five states.

**MORE—Page 18**



Novel use of pickets: a Wood Products installation which frames the murals at the Jungle Room restaurant of the Toledo City Zoo.



An attractive and functional indoor use of Wood Product's three-rail fencing at a convention of the Antique Automobile Hobbyists.





LEFT—Closeup of mountainside with fence fabric installed by the Colorado Constructors. Fabric is held at the top by "rock bolts" driven straight down into the mountainside. Anchor plates attached to bolt ends secure the fabric. The bolts are spaced horizontally 7 feet and vertically every 8 feet.



RIGHT—Crane with 130-foot boom suspends platform carrying crew who drill holes into mountainside, prior to securing chain link fabric. As seen in close-up at left—with "rock bolts" and anchor plates.

A new and novel use for chain link fabric, originated by The Colorado Fuel & Iron Corp., prevents rock slides on mountainside at the entrance to two highway tunnels on U.S. 6 and 24.

## Pinning Down A Mountain With Chain Link Fabric

**D**uring the past few years, a new and almost revolutionary use for chain link fabric has been developed and applied by The Colorado Fuel & Iron Corp., Continental Oil Bldg., Denver 2, Colo. This usage involves "Reallok" chain link fabric and rock bolts, for the purpose of holding down rock on mountainsides and steep inclines.

The idea originated with CF&I's Portland (Ore.) district sales manager, Charles Yon, who convinced the State of Washington that the fabric-bolt combination had practical value. It was successfully applied by the Pacific Power & Light Co., builders of the Swift Creek Dam, a hydroelectric project in southwest Washington. It held back a sliding mountain.

The same materials and techniques were used, on a somewhat smaller scale, to make the entrance to the new twin highway tunnels on U. S. highway 6 and 24, about 35 miles west of Denver, safe for motorists. The tunnels are part of a two-mile long project, begun 18 months ago and just opened to traffic in July of this

year, which replaces a bad curve that remained icy during long periods of time due to lack of sunshine.

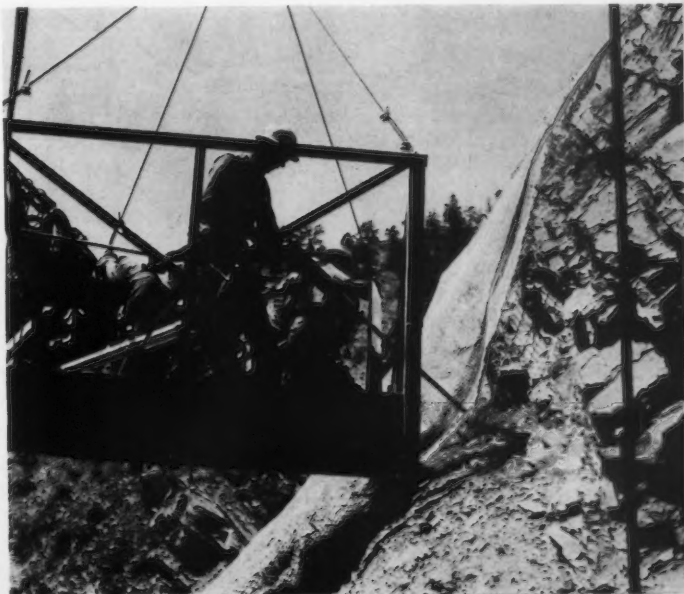
The chain link fabric prevents pieces of rock from coming loose during heavy rains and rolling onto the highway, which is located near Idaho Springs, Colo. The long bolts also secure the outer layers of rock to the solid base, thus making a rock slide all but impossible.

Ruben Hooper, resident engineer for the Colorado Highway Department, reports he had read about the Washington State dam project, and it was he who suggested trying the same thing to the tunnel contractors, the Colorado Constructors. The completed job may be observed at the east entrance to the twin tunnels.

In addition to the fenced-in mountain, the Idaho Springs project features rock bolts as special reinforcement inside the two highway tunnels. The project also includes five river bridges over Clear Creek, and two overpass bridges, which vary in length from 75 to 190 feet.



ABOVE—"Rock Bolt" is safety inspected prior to being used. RIGHT—Workers operating from suspended platform. Chain link fabric being placed is 8-feet wide. Driller in foreground is setting bolt which is secured with anchor plate.



When he established his own fence manufacturing concern, it dealt primarily in guard rail, numerous types of wire fence, and chain link. Wood fencing was added in 1935. The company became exclusively wood fencing when shortages in World War II forced the dropping of wire and chain link.

In 1944, a partnership was formed between G. A. Jacobs, Sr., G. A. Jacobs, Jr., and Richard W. Jacobs. This combination of father and two sons still owns and operates the business. Richard joined the firm in 1935; he is sales and office manager. Jacobs Jr. (Bud) joined in 1940; he is production manager of the Toledo plant. Though he is now 78, Jacobs Sr. supervises production in the Virginia and West Virginia plants.



Post-and-rail and wire netting combine effectively to prevent animals from entering grounds, and yet maintain sturdy rustic appearance.

Dick Jacobs reports a steady year-to-year growth for the company. Annual gross sales today stand at about \$400,000. "We do more business in post-and-rail than in any other type fencing—our company is geared for this," says Dick. He says that employees at peak season number about 40, that the permanent staff stays at about 20. He estimates that 80 percent of the firm's business is selling at wholesale to fence dealers. The other 20 percent is retail business, mostly in the local area, or in areas where no dealer handles the line. Shipments go to fence dealers, lumber yards, and landscape-nursery companies all over the U.S. In the last few years alone, shipments have been made to 40 states, the District of Columbia, and Canada.

What accounts for the increased use of wood fencing? Dick Jacobs feels that there is an advantage in the numerous decorative effects which may be obtained through the use of wood. Suburban living, bigger yards, and the increase in ranch-type homes—all are important aspects of the increasing market for wood fences.

The biggest order ever received by Wood Products was for 13 miles of two-rail fence at Levittown, L. I., N.Y. Among the other unusual and interesting installations made by the company are the following:

Enclosures for golf course at Newport Richesey, Fla., and Fort Worth, Tex. Two-rail and three-rail to surround the lake area and shell house at Stephens College, Columbia, Mo. Fences for Colonial, Williamsburg, Va. For the Raymond Firestone farm at Bath,



One of the company's promotional activities consists of exhibiting at local home and garden show—display effectively utilizes fencing.

Ohio. For the Butler Co., Oak Brook Div., a horse farm near Hinsdale, Ill. For the Governor's mansion, Topeka, Kans. For the restored Old Trinity Church, built before 1680, seven miles west of Cambridge, Md. And even an industrial installation at the DeVilbiss Co., Somerset, Pa.

According to the Jacobses, the supply of chestnut will last for some years—certainly the end is not even in sight. Because chestnut is straight-grained, it lends itself well to splitting. So does western red cedar, but the cost of shipping is high. Some Michigan white cedar is also handled by the firm.

A 32-page catalog illustrates and describes the firm's many styles of fencing, its entrance gates, posts, and accessories—including lawn settee, entrance marker, and lanterns.

#### Dealers report chain link as top seller But losing ground as best profit maker

What kind of fencing sells best? Dealers were asked this question in FENCE INDUSTRY's recent survey. The responses to this question, which were numerous and from all over the U.S.A., indicate *trends* which should prove interesting to everyone engaged in fencing as a business.

Chain link is the best seller, by far. About 70 percent of the dealers so indicated—these are dealers who handle chain link *and* other types of fencing. However, only about half of these dealers say that chain link is the best profit-maker, and various other kinds of fencing were named in this latter category.

Thirty percent of the dealers reporting to our survey specified wood fencing as their best seller and top profit-makers. The trend with a number of dealers reporting on this question is to push wood and soft pedal chain link due to the profit disparity.

Although chain link ranked highest among the profit-makers and best sellers, it may be noted that 38 percent of the dealers reported that it was the best profit-maker. This compared to 30 percent of the wood fence reports would indicate that there is an upswing in the sales of wood fence. This may be due to keener competition and price cutting in the chain link market.

Not all dealers lend their top sales and profits picture to chain link or wood. Minor percentages attribute their business health to wrought iron, woven wire, masonry block, fibreglass, guard rails.

#### Important! Don't Miss It!

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# Legal Aspects . . . Concerning Fence Restrictions

By Howard Newcomb Morse

(Author and attorney, contributor to American Peoples Encyclopedia, Chicago Bar Record, Southwestern Law Journal, Loyola Law Review, and others.)

This is the 12th in a series of articles on fence restrictions. This article cites a case ruled on by a Tennessee court.



A municipal government does *not* have unlimited power to prohibit, restrain, and regulate the building of fences within its city limits. A city does, of course, have the right to regulate such construction, but not if the regulations are an invasion of an individual's constitutional rights.

This conclusion is warranted by a perusal of the State Supreme Court cases reviewed in this series of articles on fence restrictions—see pages 16-19, Aug. 1961 issue of FENCE INDUSTRY.

The Court of Civil Appeals of Texas, for example, in ruling on a case which prohibited front yard fences, made this clear and concise statement:

"From the beginning of recorded history, the right to build a fence around one's premises has been a fundamental right incident to the ownership of property . . . That elimination of front yard fences makes police work and fire fighting easier has no bearing upon the real issue—of whether elimination of front fences is so necessary to the public good as to justify the taking away of a constitutional right of property and its normal uses."

In language just as strong, The Supreme Court of Wisconsin, in ruling on the right to fence property for protective purposes, had this to say:

"The common law has always protected the right of an owner of land to fence his property. It is a right of property, and cannot be unreasonably interfered with. To deprive one of this right to use his yard and home in a way which does not interfere with the usual and lawful commerce and life of a community would be exercising a high power, that is not to be used except when the public welfare requires it."

Now, here is another case which involves the right of an owner to use his property in a "normal" way, and without interfering with the court's interpretation of "the public welfare."

## Norris Case Affirms Constitutional Rights

The City of Norris, Tennessee passed a zoning ordinance prohibiting the erecting of fences in the front yards of residences—in districts which the ordinance designated as residential, unless its Board of Zoning Appeals gave its permission, under authority of the zoning regulation.

In the event the Board did give permission, the height of such front yard fence was limited to three feet. The ordinance permitted "fences . . . not to exceed six feet in height" along the side yard and rear yard. It defined the front yard as extending across the lot "between the principal building and the front lot line."

The Chancery Court of Anderson County, Tennessee, adjudged this prohibition to be in violation of the due process clauses of the Constitution of Tennessee, Article I, Section 8; and of the Fourteenth Amendment to the Constitution of the United States. The court ruled that this prohibition was an attempt to exercise the police power of the State of Tennessee "for purely aesthetic considerations." The City of Norris appealed.

The Supreme Court of Tennessee affirmed the decision of the court below. The Supreme Court rendered a decision which is remarkably pertinent to fence regulations based on excessive police power. The court declared:

"In so far as the ordinance of the City of Norris prohibits the owner of a residence from erecting a fence across his front yard, to that extent this ordinance deprives such owner of one of the normal uses of his property, and without being paid for such deprivation.

"In so far as it affects the community as a unit, this Court is unable to imagine any good that may be bestowed, or any evil that may be prevented, by the absence of a fence in the front yard of a residence, while allowing one in its side and back yard, other than the thought that the absence of such front yard fence might be regarded as a physical situation which adds to the beauty of this residential section as one looks thereon in traveling through its streets.

"In so far as this Court can conceive, no function of the City in the care of its streets will be interfered with by the existence of a fence on the front property line of the residence, or the extension of such fence on either side to a point in line with the front of the residence.

"The traveling rights of the public cannot possibly be involved. The absence of such fence neither adds to nor lessens any traffic hazard. Nor does such absence increase or diminish any fire hazard. It can have no effect upon congestion. Nor will the presence or absence of such a fence, in so far as it can be perceived, detract from, or add anything to, the safety, morals, health, or well being of the people as a unit in any respect, in so far as can be reasonably anticipated."

*Readers: You are invited to write the author concerning specific fence restrictions affecting your business in your area.*

*Coming: An analysis of some of the actual fence restricting laws presently on the books in various cities in the states of Ohio and Texas. Fence regulations will be quoted or paraphrased and will be subjected to examination in the light of state high court decisions.*





## The Big Question! Is Your Competition Unfair?

Here are comments by fence dealers who answered "Yes" to the above question, and who gave reasons why they thought the competition was unfair, and offered remedies.

**T**he question about unfair competition is a big one because complaints about competition are so widespread in the industry.

Among fence dealers, for example, 54 percent believe that competition is indeed unfair. Among distributors the percentage is 47, and among manufacturers 33.

The comments given below are those made by dealers—they responded most heartily to the further question: *Why* is your competition unfair, and are there any remedies for solving the difficulty?

The complaints, it will be observed, are not limited to one area, but reflect a representative cross section from the entire country.

The editors of FENCE INDUSTRY wish to thank all those who responded to the recent Survey, and especially those dealers who took the time and the trouble to offer their opinions on this highly controversial subject. Comments are alphabetical by states.

### ARIZONA

"A few salesmen are poor losers. They spend too much time running down their competitors."

Dave Smith, Co-owner  
Smith Bros. Fences.

Tucson.

"They will do anything to cut corners and deceive customers. It is a problem of morals and ethics."

Anonymous.

Phoenix.

### ARKANSAS

"It's the Memphis influence—cut-throat, does not allow for reasonable profit. Remedy: organization and better business methods."

Anonymous.

Jonesboro.

"Too many small dealers with no overhead, no taxes paid, no scruples. Remedy? More examination by government, more control by manufacturers, more selling of materials and erecting instead of price."

D. H. Naylor, owner  
Superior Fence Co.

Little Rock.

"Some competition is unfair to the extent that some competitors are misleading the buyer."

Anonymous.

Fort Smith.

### CONNECTICUT

"Competition is very bad. We receive more customer calls saying competition has undercut bid, and asking if we will meet the price to get the contract. Our answer: we quote a fair price; we sell service and quality. Also, we resent wholesalers selling to the consumer at wholesale prices."

Casimir B. Stober, manager  
Branford Fence, Inc.

Branford.

### CALIFORNIA

"Competitors with no license, no insurance, no overhead, no office phone, no equipment. The state Contracting Board says it can't do anything unless it catches them on the job without a license, therefore nothing is done. We have been trying to get some action through the state assembly."

Sam Vacaro, co-owner  
Acme Lumber & Fence Co. San Jose.

"In this area, northern California, one of the main determinants of prices that are too low is the so-called fly-by-nighter. These operators are not licensed by the state, a requirement of state law; therefore, they do not have the licenses, nor workman's compensation employment taxes—all of which amount to approximately 12 percent increase in labor costs. In this respect, the fly-by-nighters have an unfair advantage. Incidentally, this same group also has a history of not paying their bills on materials, so of course they can sell low."

John K. Sayler, owner  
Los Altos Fence & Landscape, Los Altos.

### COLORADO

"Unfair selling tactics—misrepresentation to the consumer."

Anonymous.

Denver.

### DELAWARE

"Bait advertising. Remedy? The Better Business Bureau."

C. R. Stockslager, partner  
Ken Stockslager & Son.

Wyoming.

### DISTRICT OF COLUMBIA

"Too much cheap work. Remedy? Manufacturers should not compete against dealers, and should not sell to those not having a recognized place of business."

Frank H. Maxey, owner  
Safety Fence Co.

Washington.

"Too many people working out of their basements. Remedy? Require store overhead to buy wholesale from manufacturers."

Bob Long, president  
Long's Fence Co., Inc.

Washington.

### FLORIDA

"Give-away deals. Remedy? Retire!"

A. N. Block, sec'y.-treas.  
Garb-Bin Precast, Inc.

N. Miami Beach.

"There are too many suppliers selling to any and all individuals, without determining if these persons are established dealers. This sort of 'mud-in-the-water' distribution is doing the industry more harm than good."

George C. Heffrin, vice president  
Royal Fences

Winter Haven.

"Too much gimmick and 'come-on' advertising, with trick prices leading customers to believe cheap merchandise is best quality. Remedy? Good salesmen to replace order-takers with cheap prices; and good material and erecting to back up claim."

E. W. Metzger, partner  
Security Fence Co.

Tampa.

"Only certain companies are unfair—by using misleading advertising, cheap materials and labor. Remedy? Sell quality; guarantee endurance and service."

J. H. Kelby, President  
Mutual Fence Co., Inc.

Lakeland.

"Manufacturers competing with retailers, and no discount for volume buying. Remedy? Cut out direct competition of manufacturer; establish truck load and less-than-truckload prices."

Deales Evans, sec'y.-treas.  
Allied Chain Link Fence Co.

Orlando.

"Too many junk merchants. Remedy? Building restrictions should demand a minimum quality in chain link fence, i.e., wall thickness, opening in mesh, gauge of wire."

Anonymous.

Miami Springs.  
MORE—Page 21



The comments on these two pages are just a portion of the many that were received from all 50 of the states.

#### Florida—Continued

"When the going gets rough, some give fences away."

A. W. Schultz, owner  
Flamingo Fencing Co. Bradenton.

#### GEORGIA

"Anyone will call himself a fence contractor."

L. H. Trigg, Jr., president  
Patterson Lumber. Atlanta.

#### ILLINOIS

"Many small operators—operating out of cars and trucks, having little or no overhead, make wages with little regard to profit or future expansion. These operators cannot exist very long, but make legitimate businesses look bad."

Robert Sing, owner  
Amco Fence Co. Lansing.

#### INDIANA

"Inferior products create a poor market atmosphere. Remedy? Industry standards."

Russell M. Melin, manager  
Schuell Supply, Inc. South Bend.

#### LOUISIANA

"Back door operators without overhead or rent. Remedy? Manufacturers should refuse to sell to this type of operator at the same price as they sell to established businesses."

Clifford Harris, owner  
Hercules Fence Co. St. Charles.

"The wholesalers in and around this area will sell anyone, a business firm or not. This gives the retailer no protection in his dealings with the customer. With overhead, you cannot compete with the fellow putting up fence on the weekend, or as a sideline. I have talked to some wholesalers about this, and they say the other fellow is doing it, so why not me?"

Mills Ornamental Iron Works. Covington.

#### MICHIGAN

"Cheap material—tubing is sold for pipe, light wire is sold for 11 gauge. Remedy? Keep cut-throat retailers from selling to part-time installers."

Walter Collins, owner  
Moderne Fence Co. East Detroit.

"Wholesale situation primarily responsible for bad pricing. Materials commonly sold at five percent and often under, wholesaler's cost. Submarginal and itinerant operators pass on material at cost to customer, and accept wages for profit. Wholesaler underwrites customers' bank paper and insurance requirements."

Anonymous. Warren.

#### MINNESOTA

"Chain stores using part-time installers, while using the company reputation to sell customer on quality installation."

Anonymous. St. Cloud.

#### MISSISSIPPI

"Some dealers are using the lightest material available, while presenting samples of heavier weight material."

Anonymous. Clinton.

#### NEW HAMPSHIRE

"Manufacturers should not compete on retail level."

Robert J. Kurlansky, president  
Standard Fence, Inc. Manchester.

#### NEW JERSEY

"Untruthful sales techniques. Remedy? Explain the full truth to prospective buyer."

A. W. Crooks, owner  
Taylor Fence Co. Red Bank.

"Unethical selling methods."

William J. Brucker, president  
Charles Brucker & Son. Englewood.

"Some competitors sell fence for wages only."

Richard H. Hazelet, president  
Springfield Fence Co. Point Pleasant.

#### NEW MEXICO

"The large general merchandisers push high prices where competition is light, low prices (sometimes below cost) where competition is heavy."

Anonymous. Carlsbad.

#### NEW YORK

"I see no remedy for unfair competition. The public is always easy meat to salesmen with a slick tongue. Many are sorry too late."

E. C. Lehmann, president  
Armor Fence Corp. Islip.

"Buying from your competitor is bad business. There should be more companies that are strictly in the wholesale business, not in both erecting and wholesale."

Louis Guglielmello, owner  
Rockland Fence & Supply. West Nyack.

#### NORTH CAROLINA

"Deceptive advertising by some leading mail order merchandisers."

George Plyler, owner  
Plyler Fence Co. Statesville.

#### OHIO

"Selling under-gauge and larger mesh fabric as standard material."

George E. Frankenstein, president  
Security Fence Co., Inc. Cincinnati.

"Cheap, incompetent erecting and low-grade materials."

P. E. Brady, vice president  
Aluminum Fence Co. Cleveland.

"Breakdown in quality—light weight mesh, etc."

Anonymous. Cincinnati.

"Misrepresentation of products and services, poor quality workmanship and material."

Anonymous. Dayton.

#### PENNSYLVANIA

"Dealers who bid, after other dealers have bid, at lowest cost, no matter how low. Remedy: Wait for the dealer to go bankrupt."

G. A. Ebelhare, Jr. Pottstown.

"Some companies are selling large and medium-sized jobs at cost, plus merely 10 percent."

R. R. Miller, Jr., secretary  
American Fence Co., Inc. Pittsburgh.

#### SOUTH CAROLINA

"Selling below over-all costs—and making the profit on the credit plan."

W. H. Clarke, owner  
Florence Fences. Florence.

#### TENNESSEE

"Misleading advertising—light weight materials sold to customers as standard."

Hugh Davis Jr., owner  
Hugh Davis Fence Co. Memphis.

#### TEXAS

"The time has passed that a man can make a living in this business. Everyone that owns or rents a back yard and has a wheelbarrow is in the fence business. A great number of these people have part-time jobs, and do fencing as a sideline . . . No one with the equipment and overhead essential for a legitimate and established fence business can compete with the fence man who works for wages only. I blame the manufacturers for this. I believe they should try to protect their established dealers—not charge them the same price for quantity purchases as for small purchases by the 'back yard' operator."

C. E. Phillips, owner  
East Texas Fence Co. Lufkin.

#### VIRGINIA

"Some companies sell at a five percent markup."

Robert C. Lousdell, owner  
Lousdell Fence Co. Newport News.

"Too many back pocket cut-throat operators."

W. H. Jacocks, president  
W. H. Jacocks, Inc. Hampton.

#### WYOMING

"The biggest problem is fighting one of the leading mail order merchandisers. They use part-time labor on a contract basis, and sell cheap. They don't maintain an installation crew—therefore no expense except selling. They are pushing fences only during the rush season. Remedy: Quality and heavy advertising . . . Although all competitors have lowered prices, we have raised ours—and our profit is 10 to 15 percent higher."

Deane L. Ackerman, president  
Western Fence, Inc. Casper.

#### More Opinions, Please!

The Editors of Fence Industry will be pleased to receive the opinions of other dealers concerning the competitive situation in their area . . .  
**Good! Bad! Or Indifferent!**

# FENCE

## Service Aids

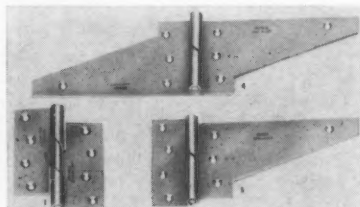
SUPPLIERS ARE INVITED TO SEND INFORMATION ABOUT THEIR NEW PRODUCTS OR SERVICES TO THE PRODUCTS EDITOR.



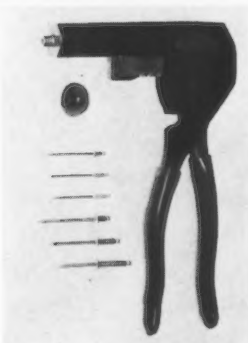
**ELECTRIC EARTH AUGER & DRILL**, powered by standard tractor or truck battery. By slightly increasing idling speed of motor, it will drill all day long without draining battery. Change from digger to drill is made by moving one pin. Augers available: 4, 7, and 9 inch. Digs 32" deep; 18" extensions can be added. Heavy duty drill has a Jacobs drill chuck—will pull a 3/4" bit in steel. Tatge Chemical Co., Herington, Kans.



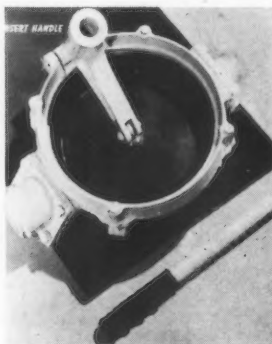
**PORTABLE ARC WELDER**, 125 ampere, 12" x 16" x 9" high, weighs 45 pounds. Maker says will weld anything from light sheet metal to 1/2" plate. Welding range is from 25 to 125 amperes in 12 heat stages. Unit operates from any 115 to 230 volt line, with 75 volts open circuit for easy arc starting. Has fan-cooled transoidal transformer. Uses either metallic or carbon arc process. Housed in one-piece molded fibre glass case. Bren/Weld Sales, Inc., 5114 Third Ave., Brooklyn 20, N. Y.



**GATE & DOOR HINGES**, springless, double acting, self-closing, available in 2" to 4" sizes, in various styles: butt hinge, square and round corners; combination strap and butt; hinge and butt hinge; T-hinge; butt hinge. For use, in combination, with both heavy and light gates and doors, heavy and light iron gates. Opens, closes very slowly. Becker Spir-A-Lift Hinge Co., Inc., 1007 1/4 N. Rowland Ave., El Monte, Calif.



**GEARED HAND RIVET GUN**, with gear ratio greater than ten to one, giving ton-and-a-half gripping power. Employing "Splitco" rivets, it takes on numerous sizes of jobs wherever two pieces of material are to be fastened (steel, aluminum, plastic-to-metal, metal-to-wood). Specially designed long nose reaches work areas easily and accommodates blind type rivets from 1/8" to 3/16" in diameter, up to 3/4" in length. Mid-American Mfg. Co., 1919 Champa St., Denver 2, Colo.



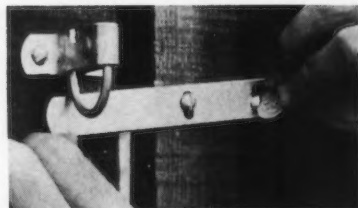
**HAND PUMP**, self-priming, delivers 30 gallons per minute. Made of cast aluminum with Neoprene diaphragm and valves; weighs 20 pounds including handle and base. Because it can handle a high percentage of solids, it is good for pumping muddy water, slurries, etc. For corrosive use, such as acid transfer, pump can be furnished with interior plastic coating. Protek Specialty Co., Box 194, Bellaire (Houston), Tex.



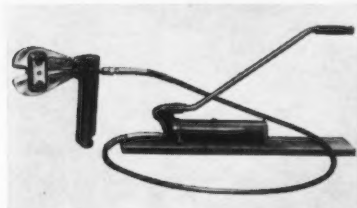
**FIBERGLASS PANELS**, translucent, featured in arched patio roof by homebuilder in Vista, Calif. The 14 x 22 foot cement slab is conventional, but fiberglass paneling, placed on 3 1/2" curved steel channels, is different. Alsynite Division of Reichhold Chemicals, Inc., 4654 De Soto St., San Diego 9, Calif.



**ABRASIVE SAW**, new bench model designed to employ all sizes of abrasive wheels up to 20", operates with motors up to 10 H.P. May be mounted on bench with lever-controlled chain vise, or on stand with foot pedal assembly. Capacity: 6" pipe and shapes, 4" solids, ferrous or non-ferrous materials. Wheel speed, 2,600 rpm; wheel diameter, 14, 16, 18, or 20 inch. Height without stand, 30", with stand, 60"; width, 28", length, 36". Optional equipment available. Collins Machinery Corp., 955 Monterey Pass Rd., Monterey Park, Calif.



**ADJUSTABLE GATE LATCH**, of heavy gauge zinc-plated steel, in several sizes and models. Firm says the original installed position of screws remains same, while adjustment can be made with dime or screwdriver. Woodmack Products, Inc., 1080 N. 11th St., San Jose, Calif.



**HAND-HYDRAULIC CUTTER**, capable of cutting soft metals through 3/4" diameter, such as concrete reinforcing rods, brass, copper, aluminum, steel, iron, plastics, etc. Powered by remote control hand hydraulic pumps that force hydraulic fluid through high pressure hose to the ram assembly, and deliver 25,000 P.S.I. pressure on the cutting edge of the blades. A by-pass valve, two filter screens, plus a magnet in the pump prevent damage from overloading. H. K. Porter, Inc., 74 Foley St., Somerville 43, Mass.

**METAL FORMING MACHINE**. Folds metal, in contrast to traditional method of forming corrugations by drawing. Key element in process is a cam-controlled action which moves the forming dies in both horizontal and vertical planes. Simultaneous perforating, off-setting, slotting, or lancing is possible, affording a large variety of patterns. Can form aluminum, brass, copper, stainless and regular steel, plastic, cardboard. Twin Coach Co., Buffalo, N. Y.



# INFORMATION

NOTICES OF IMPORTANCE TO THE TRADE

SEND YOUR NEWS ITEM

TO THE News Notices

Editor . . . for publication.



Edmund Rose and William Solloway

## Colorguard Adds Six Gauge Also Hitting TV Audiences

Colorguard Corporation, manufacturers of plastic coated chain link in colors, with offices at 35 W. 53rd St., New York City, and with one of the most modern equipped plants for this type of production in Jersey City, N. J., are building up a promotional tempo for national sales, according to Edward Rose, company president.

"Colorbond" trade name for the firm's plastic coated products is getting exposure on five daytime TV shows with more shaping up for the fall months.

According to news releases emanating from the firm's public relations representatives, the following TV network programs have officially accepted "Colorbond" chain link fabric fencing for use as featured prizes on their shows:

"Say When." "Concentration." "Jan Murray." "Seven Keys." "Queen For A Day." These shows are each released to over 100 or more stations, with audiences presumably running into the millions.

William "Bill" Solloway, V.P., and Sales Director, reports his company is now manufacturing six gauge plastic coated fabric in colors and as a result, developing an excellent industrial market. "Colored plastic coated c/1 fencing has many specific applications as well as its suitability for the residential market. We also have a special application for posts, rails and gates, offering a perfect match with the fabric colors. This cuts down sales resistance," says Mr. Solloway.

Dealers are being sent a sales promotion package containing three fabric samples in a variety of colors and gauges as well as descriptive materials.

### HAVE YOU FORGOTTEN?

Closing date for all listings to appear in the 1962 FI Directory is Oct. 15, 1961. See Page 29 this issue, for free listings. Plan your advertising and listings today!

## All Products Prize Awards Boosts Panel-Vent's Sales

A "Top Gun" sales contest was sponsored by All Products Co., Mineral Wells, Texas, manufacturers of Panel-Vent fencing and Panelweave chain link pickets, during a six-week period ending August 26th. According to Charles B. Turner, the firm's sales manager, many handsome and valuable prizes will be awarded to salesmen in two categories:

1. The salesmen who sell the most footage of Panel-Vent during the contest period. 2. The salesmen who sell the largest percentage of their total residential jobs with Panel-Vent fronts. (Minimum of 10 to qualify.)

The dealer or manager whose office sells the most footage will receive a handsome trophy. So will the dealer or manager whose office sells the largest percentage of total residential jobs with P-V fronts.

Winners will be announced, and prizes and trophies awarded on September 15th. The company reports that, based on sales returns made at the end of the third week of the contest, business was considerably stimulated.



Harry E. Gittinger

## Robertson Promotes Gittinger Adds Buecker To Sales Staff

Harry E. Gittinger, who has been associated with The Robertson Steel & Iron Co., 71 Elm St., Cincinnati 2, Ohio, since 1954, recently was promoted to the position of the firm's chain link fence department sales manager. He is now responsible for sales in approximately 12 states in the Midwest. The announcement was made by David B. Robertson, the company's president.

Ernest H. Buecker has just recently joined the Robertson Steel sales staff, and will handle chain link sales in the eastern part of the territory under Gittinger's management. Buecker formerly was associated with the Williams' Directory, Cincinnati, and the Buecker Machine & Iron Works, Newport, Ky.



S. L. "Cy" Wansky

## Aluminum Fence-Youngstown Sales Helm To "Cy" Wansky

The Aluminum Fence Company of America, a subsidiary of Saramar Industries, 4021 Mahoning Ave., Youngstown, Ohio, will channel its sales and sales promotion through its newly appointed vice president and general sales manager, S. L. Wansky. He holds the same position with two other Saramar subsidiaries, Aluminum Air Seal, Inc., and Saramar Aluminum Co.

Wansky joined Saramar in 1958, and has been in charge of manufacturing. Prior to that he was associated for nine years with AlSCO, Inc., Akron, as vice president and director of manufacturing; and with the B. F. Goodrich Co., where he spent 13 years in the engineering department.

Joseph S. Reen, who has been with the company since 1947, has been named superintendent of manufacturing and engineering. He will be in charge of the Saramar operations for plant production, extrusions, and extrusion fabrication.

Dominic Sarro has been appointed assistant general sales and promotion manager. In addition, he will continue as general sales manager of Aluminum Air Seal, Inc., a post which he has been holding.

Items . . . . . (more next page)

**American Wholesale Fence Co., Inc.** is the new company name adopted by Quaid Wholesale Fence Co., located at 2700 Elysian Fields Ave., New Orleans 22, La. John B. Vidrine, general manager of the firm, announces that all business will be transacted under the new firm name hereafter—but with the same management, material, terms, and delivery as heretofore.

**American Chain & Cable Co., Inc.,** 230 Park Ave., New York, N. Y., reported net sales of \$55.5 million for the first six months of 1961, as compared to \$61.4 million during the like period of 1960.



# MANUFACTURERS

## RUSTIC FENCE

CEDARCRAFT Log Cabins.  
Hunting & Fishing Lodges.  
Lakesites-Offices-Resorts.

STOCKADE  
PICKET  
RAIL  
MILLED

Machine  
Peeled  
•  
Hand  
Peeled

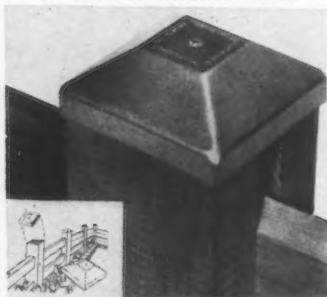
DIMENSIONAL LUMBER  
BASKETWEAVE—SHADOW BOX

## Northern CEDARCRAFT Products, Inc.

2841 Ft. Worth Ave.—Dallas 11, Tex.  
TEL. FE 1-8326

Plant at: Gladstone, Michigan

## POST CAPS FITS ALL 4x4 FINISHED POSTS



NATURAL ALUMINUM ... 11 1/2¢ ea.  
BRASS EPOXY COATED ... 13 ¢ ea.  
BRASS ANODIZED ... 16 ¢ ea.  
Shipped 100 to the box—2 Box order  
or more—Freight paid. For quantity  
prices on 5 boxes or more, write for  
Price List.

**American Tool & Engineering**  
—MANUFACTURERS—  
2105 Moore St.—San Diego 1, Cal.

## JAMIESON QUALITY FITTINGS

Complete stock of materials necessary  
for erection of chain link and  
wood fencing. Custom manufacturing  
on specialty items.

FREE 72 Page Illustrated Catalogue.  
Available Upon Request.

Check our catalogue for those hard to get items.

Call Riverside 8-2484 Or Write To

**JAMIESON MFG. CO.**

517 Bedford St. — Dallas 12, Texas

## News Items... Timely and Informative

### New Incorporations

**Morris Fence Service, Inc.**, 3333  
Sixth Ave., Troy, Rensselaer County,  
N. Y. Fences and fencing materials.  
Filer: James M. O'Brien, 184 Rem-  
sen St., Cohoes, N. Y.

**Playland Fence & Supply Co., Inc.**,  
Oyster Bay, Nassau County. Fences,  
playground equipment. Address: c/o  
Abraham Russ, 4220 Sunrise Hwy.,  
Massapequa, N. Y.

**Steps & Rails, Inc.**, Truck Rt. 5-A,  
New Hartford, N. Y. Building ma-  
terials. Stock: \$20,000; \$10 par.

**Safety Fence Co., Inc.**, 242 Ann  
St., Newburgh, Orange County, N. Y.  
Stock: \$50,000.—\$500.

**Keystone Steel & Wire Co.**, Peoria,  
Ill., last month mailed out \$306,000  
to employees eligible to share in the  
firm's profits. The profit-sharing plan  
has been in existence since 1936;  
over \$5 million has been paid out to  
employees during that time.

**Marleau-Hercules Fence Co.**, 3600  
Detroit Ave., Toledo, Ohio, last month  
completed installation of 5,075 feet  
of seven-foot chain link fence, at the  
Minnesota Research Center, Bureau  
of Mines, Fort Snelling, Minn. Bid  
cost: \$16,481.

**New York State Department of Pub-  
lic Works**, Construction Division, has  
appointed Robert W. Sweet as its  
Chief Engineer. He has been Acting  
Chief Engineer for several months,  
and he succeeds Henry Ten Hagen,  
who retired recently. Sweet formerly  
was District Engineer of the Water-  
town (N. Y.) district.

The new minimum wage law, ef-  
fective this month, requires wages of  
at least \$1 per hour by "any such  
enterprise engaged in the business  
of construction or reconstruction,  
which has an annual gross business  
of not less than \$350,000." This is  
the advice of the U. S. Department  
of Labor.

**Western Red Cedar Lumber Asso-  
ciation**, 4401 White-Henry Stuart  
Bldg., Seattle 1, Wash., recently  
elected Harry E. Morgan, Jr., to its  
presidency, and G. Noel Harrison to  
its vice presidency. The association  
also recently published five new  
pieces of product literature, standard-  
sized (8 1/2 x 11) and three-hole  
punched, dealing with western red  
cedar paneling, finishing, paneling  
patterns and finishes, channel, and  
tongue and groove.

**W. W. Wyke** is the new Division  
Engineer, State Highway Commission,  
Shelby, N. C. E. L. Kemper, the  
previous Division Engineer, retired  
last July.

## Long Life... Maintenance-Free HOT-DIP GALVANIZED

### STEEL FENCE POSTS

STEEL  
SIGN  
POSTS

DELINEATOR  
POSTS



The perfect posts for Inter-  
state highway fencing and signing  
projects. Precision-made to meet  
State and Federal specifications.  
Available in all weights...galvanized  
or painted. Special fabrications made  
to your order. Also **Super-Bond  
Reinforcing Bars** for footings.

*For prompt, courteous service,  
samples or information,  
write or call:*

**MISSOURI ROLLING MILL CORP.**

Dept. FI • 6800 Manchester • Mission 5-3500  
St. Louis 10, Mo.

## America's Only 3-WAY FENCE and GATE TOOL

- STRETCHES
- LIFTS
- ALIGNS

**\$22.50** LIST

Free Postage on prepaid orders  
Chain link, barbed and tension  
wire gates and fences are  
positioned in taut clamping  
alignment. Reduces labor cost.  
Wt. 9 lbs.; Lifts, Pulls to 24"  
Money back guarantee.

Order your PULJAK today  
or write for new descriptive  
catalog sheet.

**CUSTOM PRODUCTS CORP.**

606 Lindley Street • Bridgeport, Conn.

## COMPLETE SUPPLIES and EQUIPMENT for the RUSTIC FENCE maker

AUGER BITS  
PICKET POINTERS  
POST AND RAIL PEELERS  
POINTING AND DOWEL HEADS  
GATE HARDWARE AND FITTINGS

You can depend on Runkles' for  
the best products and prompt service.

**W. G. RUNKLES'**

**MACHINERY COMPANY**

185 Oakland St.

Trenton 8, N. J.

### PLEASE! PLEASE! PLEASE!

Tell us at least 30 days prior to any  
change of address. Your copy of Fence  
Industry is lost when you do not advise  
us on time.



## INFORMATION

NOTICES OF IMPORTANCE TO THE TRADE

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TO THE News Notices

Editor . . . for publication.

### American Steel & Wire Div. & Cyclone Personnel Shifts

James E. Brown is now in charge of both the American Steel & Wire plant, and the Cyclone Fence plants, in Waukegan, Ill., and is the ranking officer—general superintendent—in that community for U. S. Steel's, American Steel & Wire Division.

He was transferred to Waukegan in a reorganization move which eliminated the position of manager of operations in American Steel & Wire Division's five district offices, including the Chicago district, of which he had been the manager of operations.

Vernon L. Strohm remains in charge of the American Steel & Wire Waukegan plant, and W. W. Fuller will continue at the helm of the Cyclone plants.

Ivan C. Sengenberger, recently retired after 31 years of employment with U. S. Steel, spent most of those years as a member of the management group of the Cyclone Fence

Department. He joined the American Steel & Wire Division in 1926 as a workman in the billet yard at Waukegan Works. In 1933, he moved to Cyclone Fence headquarters at Waukegan as a clerk in the accounting department.

Three years later he was made supervisor of fence erection for the Waukegan area; he became industrial relations supervisor in 1942; and in 1946 was named to serve in the dual role of supervisor of industrial relations and supervisor of all fence erection for Cyclone. He was promoted to general superintendent of production in 1949, and advanced to manager of operations in 1957.

Harry M. Francis also recently retired as executive vice president of the American Steel & Wire Division, United States Steel Corp. He had been associated with that division for 46 years, having risen through the ranks from his initial employment in 1915 as a messenger in the New York office.

### Three Fence Accessories Patents Recently Granted

Grady J. Johnson, Cross Country Fence Service, 5550 Linden Ave., Dayton 32, Ohio, has been granted patents on three fencing accessories. Applications for the following patents, filed between 1958 and 1960, were granted Aug. 15, 1961:

The "Keepin" adjustable chain for farm gates, city yards, etc., provides its own locking device—a lock pin for a link chain, on which the patent was granted. It is a grooved pin which slips through the links and automatically locks; can readily be unlocked if the "secret" is known.

A boltless aluminum tension band, in sizes from 1½" to 4" O.D.

A chain link stretcher, without dogs, gears, chains, or cables, also in sizes from 1½" to 4".

### Finlay Establishes Own Firm

Just recently established is the Finlay Fence & Wire Co., 67 Irving Pl., Passaic, N. J. Its president, Thomas H. Finlay, was formerly associated with the Reallock Fence Department, Colorado Fuel & Iron Corp., in New York and Philadelphia. The new firm will be engaged in the sales and installation of chain link and wood fencing; playground equipment; guard rail; and highway signs.

T. Paul Anthony, P. O. Box 202, Hales Corners, Wis., Midwest distributor for "Weblite," displayed a Weblite fence and pergola at the Mall and Outdoor Living Show at the Wisconsin State Fair last month.

### Calendar of Trade Show Events

**Industrial Building Exposition & Congress**, Sept. 25-28, New York Coliseum, New York City. Management: Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N. Y.

**Western Building Industries Exposition**, 2216 S. Hill St., Los Angeles 7, Calif. First annual trade show Oct. 7-10, in Los Angeles. Sponsored by the Western Building Industries Council.

**County & Local Roads Division, American Road Builders Association**, 9th Annual National Highway Conference for County Engineers and Officials Broadview Hotel, Wichita, Kans., Oct. 8-11.

**National Hardware Show**, Oct. 2-6, McCormick Place, Chicago, Ill. Arrangements have been made with the Pennsylvania Railroad to piggyback exhibits from McCormick Place to the Coliseum in New York City, for the Eastern Lawn, Garden, and Allied Products Trade Show, Oct. 20-22.

**Detroit Metal Show**, held in conjunction with the National Metal Congress, Oct. 23-27. Exposition manager is located at Metals Park, Novelty, Ohio.

**National Retail Lumber Dealers Association**, 302 Ring Bldg., Washington 6, D. C. will hold its eighth annual Building Materials Exposition, November 4-7, at McCormick Place, Chicago.

**Home Improvement Products Show**, Cobo Hall, Detroit, Mich., Jan. 31-Feb. 1-2, 1962. Main offices: 331 Madison Ave., New York, N. Y.

**Virginia Building Material Association**, P.O. Box 7236, Richmond 21, 36th Annual Convention, Hotel Roanoke, Roanoke, Va., Feb. 14-16, 1962.

**Indiana Lumber & Builders' Supply Association**, 2413 N. Meridian St., Indianapolis 8, Ind. 78th Annual Convention and Materials Exhibition, Manufacturers Bldg., Indiana State Fairgrounds, Feb. 27-28-Mar. 1, 1962.

**American Road Builders Association**, Mar. 4-7 1962, Sheraton-Palace Hotel, San Francisco, Calif.

**Western Space Age Industries & Engineering Exposition**, April 25-29, 1962, The Cow Palace, San Francisco, Calif.

**Century 21 International Exposition**, the first U. S. world's fair since 1939, is scheduled for Apr. 21-Oct. 21, 1962, Exposition Building, Seattle 9, Wash.

**Alco of Colorado, Inc.**, 1568 S. Broadway, Denver, Colo., has been appointed by the Ray-O-Lite Division of Reichhold Chemicals, Inc., as its franchised manufacturer of translucent fiberglass patios, fencing, and awnings.

### Robertson Fence Expands Moves Into New Building

This month The Robertson Fence Co., for many years located at 4426-34th Ave., Cincinnati, Ohio, is moving to a new modern plant in Mount Sterling, Ohio. It is a steel and concrete block structure, 213 x 323 feet, with 68,000 square feet of floor space.

The company is expanding and increasing its activities in every department. It will continue to use the brand name, "Norwood," and its expanded warehouse operation will offer better customer service. Included in the new plant are plans for a new galvanizing and wire drawing line.

### Farley Promotes Humorously

An intentionally funny piece of promotional literature, which at first glance presents itself as a serious annual report, is being mailed out by Farley Fences, Inc., Bay City, Mich.

James Farley, president of the company, recommends his Annual Report to any fence dealer who has had a "bad day." He adds, "it will take the pressure off any business headache, momentarily at least, after reading this Annual Business Report. He invites dealers to write him for a copy.

Fence Industry editors admit that this presentation of Farley's is the funniest that has reached their desk since the inception of FI three years ago, and they are passing this information on to their readers as a service.

**The 1961 Directory—a few are still left—goes with every new \$5 subscription. Two year—\$8. Fence Industry Trade News. 127 N. Dearborn St., Chicago 2.**

# AWARDS ★ PROJECTS ★ PROPOSALS ★

The information appearing in this issue concerning awards, projects and proposals were selected from hundreds of releases by FI editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

**ALASKA**—Proj. #P-3054, plans for construction of heating plant, University of Alaska, College, est., \$2,707,500. Dr. W. R. Wood, Pres.—Proj. #P-3057, 3058, 3059, plans for construction of new elementary school and additions to existing high school and elementary school, Fairbanks, est., \$2,834,900. Ralph C. Bailey, Pres., Board of Directors, Fairbanks Independent School District, Inc.—Proj. #P-3051, plans for construction of combined elementary-junior high school, Palmer, est., \$1,000,000. Richard M. Jones, Pres., School Board, Palmer Independent School Dist.

**ARIZ**—Proj. #P-3077, plans for construction of high school, Mesa, est., \$3,058,500. Rulon T. Shepherd, Supt.

**CALIF**—Bid Call, for construction work, including fencing, at Clear Creek Power Plant & Switchyard, near Redding. Central Valley Project. Grant Bloodgood, Chief Engineer, Denver Federal Center, Denver, Colo.—Construction, border patrol station, Calexico, est., \$375,000; customs house, Los Angeles, est., \$3,250,000. General Services Administration, 18th & F Sts., N.W., Washington 25, D. C.—Urban Renewal, 37-acre "Central Business District No. 1" project, Fresno, est., \$4,506,657. Harris O. Hogenson, Exec. Dir., Redevelopment Agency of the City of Fresno, 410 Aby St.—Proj. #P-3538, plans for additions to existing high school, Pacific Grove, est., \$954,980. John W. Nicoll, Supt., Pacific Grove Unified High School Dist.—Proj. #P-3509, 3510, 3511, plans for construction of elementary school, El Cajon, est., \$685,660; and two elementary schools, Spring Valley, est., \$697,711 and \$783,000. Glenn E. Murdock, Supt., La Mesa-Spring Valley, School Dist.—Proj. #P-3489, plans for construction of highway grade separation, Bakersfield, est., \$1,008,000. Hazel Nicholas, Secy., Greater Bakersfield Separation of Grade Dist.—Proj. #P-3512, plans for enlargements and improvements to existing sanitary facilities, Coalinga, est., \$277,200. J. Walter Barham, City Mgr.—Proj. #P-3492, plans for additions to existing high school, Half Moon Bay, est., \$1,304,867. Ellis R. Benson, Principal, Half Moon Bay Union High School.—Awards, by California Division of Highways, To: Tatum Construction Corp., Victorville, highway work, construction 2 concrete block buildings and fencing site, Barstow; bid cost, \$73,473.—To Glenn H. Miller, Chula Vista, removing and constructing buildings, including fencing portion of site, Boulevard; bid cost, \$61,858.

**CONN**—Proj. #P-3037, plans for construction of water facilities, East Hampton, est., \$1,355,000. John H. Paonessa, First Select-

man.—Proj. #CH-16(D), plans for construction at Fairfield University, Fairfield, est., \$950,000. James E. Fitzgerald, S. J., Pres.—Urban Renewal, 72-acre "Central Area" project, Meriden, est. net cost, \$6,114,176. Francis S. Noonan, Exec. Dir., Meriden Redevelopment Agency, 22 Liberty St.—Proj. #P-3038, plans for improvements to sanitary plant, New Haven, est., \$3,660,000. Clifford E. McGrail, Dir. Public Works.—Urban Renewal, 47-acre "Bristol Center" project, Bristol, est. net cost, \$6,274,519. John F. Day, Jr., Exec. Dir., Bristol Redevelopment Agency, 2 Riverside Ave.—Proj. #P-3034, 3035, plans for construction of municipal building and flood control facilities, Bristol, est., \$2,326,215. Walter J. Murphy, Jr., mayor.—Awards, by Post Office Department, To: Mr. & Mrs. Matthew J. Reiser, Hartford, to build and lease new Blue Hills Postal Station, Hartford.—To Glen Ridge Corp., Greenwich, to build and lease new Glenville Postal Station, Greenwich.—To Frances M. Geabey, Bridgeport, to modernize and lease Beardsley Postal Station, Bridgeport.

**FLA**—Proj. #P-3091, plans for extensions and additions to existing sanitary system, St. Cloud, est., \$395,000. B. E. Warner, mayor.—Proj. #CH-32(D), plans for construction at John B. Stetson University, Deland, est., \$560,000. J. Ollie Edmunds, Pres.—Proj. #P-3093, 3094, plans for construction of water and sanitary facilities, Mary Esther, est., \$552,000. Thomas J. Pryor, mayor.—Proj. #P-3084, plans for construction of drainage and water control facilities, Orlando, Winter Park, and Lake Maitland, est., \$3,711,500. F. B. Surgine, Jr., Chmn., Board of County Commissioners, Orange County.—Plans for construction of municipal water system, Punta Gorda, est., \$2,400,000.—Award, by State Road Dept. of Florida, to Fairchild-Florida Construction Co., Monticello, for construction of bridge over Yellow River on U.S. 90, including approaches, bid, \$416,248.—Proj. #CH-40(DS), plans for construction at Barry College, Miami Shores, est., \$1,637,000. Rev. Mother M. Gerald, Pres.—Proj. #PFL-208, plans for extensions and improvements to existing water system, Bristol, est., \$134,000. F. Myers Shuler, Chmn., City Council.

**GA**—Proj. #CH-33(D), plans for construction at University of Georgia, Athens, est., \$3,620,000. Omer C. Aderhold, Pres.—Proj. #CH-27(D), plans for construction at Abraham Baldwin Agricultural College, Tifton, est., \$360,000. George P. Donaldson, Pres.—Proj. #CH-30(D), plans for construction at Georgia Southern College, Statesboro, est., \$900,000. Zach C. Henderson, Pres.—Proj. #CH-36(DS), plans for construction at LaGrange College, LaGrange, est., \$520,000. Dr. Waights G. Henry, Jr., Pres.—Proj. #PFL-192, plans for construction of water system, Braselton, est., \$84,000. J. L. Braselton, mayor.—Proj. #CH-31(D), plans for construction at Middle Georgia College, Cochran, est., \$375,000. L. E. Roberts, Pres.—Proj. #CH-32(D), plans for construction at West Georgia College, Carrollton, est., \$540,000. Wm. H. Row, Pres.—Proj. #P-3027, 3028, plans for extensions and improvements to existing sanitary and water systems, Quitman, est. total, \$956,850. J. H. Bryan, City Mgr.—Proj. #CH-28(D), plans for construction at Albany State College, Albany, est., \$375,000. William H. Dennis, Jr., Pres.—Proj. #P-3030, plans for construction of secondary school, Decatur, est., \$1,863,000. John H. Markland, City Mgr.—Proj. #P-3029, plans for construction of public health building, Decatur, est., \$900,000. C. O. Emmerich, Chmn., DeKalb County Bd. of Commissioners.

**LA**—Proj. #P-3084, improvements and extensions to water system, Zachary, est., \$170,000. S. M. Noble, mayor.—Proj. #PP-3083, plans for construction of incinerator, Gretna, est., \$1,720,503. Cullen C. Schouest, Chmn., Jefferson Parish Council.—Proj. #CH-26(D), plans for construction at McNeese State College, Lake Charles, est., \$500,000. Mayne C. Cusic, Pres.—Proj. #P-3080-81-82, plans for construction of water system, two swimming pools, Mamou, est., \$258,090. O. A. Fontenot, mayor.—Proj. #CH-34(D), plans for construction at South-eastern Louisiana College, Hammond, est., \$1,600,000. L. H. Dyson, Pres.—Proj. #PFL-190, plans for construction of water system, Hessmer, est., \$240,000. R. A. Christoffel, mayor.—Proj. #CH-36(D), plans for construction at Louisiana Polytechnic Institute, Ruston, est., \$2,014,000. R. L. Roop, Pres.—Proj. #PFL-212, plans for construction of sanitary system, Parish of Caddo, near Shreveport, est., \$1,875,000. T. J. Hawkins, Chmn., Sewerage Dist. No. 5.

**N.H.**—Proj. #P-3033, plans for construction of sanitary facilities, Manchester, est., \$12,500,000. Josephat T. Beniot, mayor.—Proj. #P-3034, plans for construction of water facilities, Exeter, est., \$310,000. Elton O. Feeney, Town Manager.—Awards, by New Hampshire Dept. of Public Works & Highways: To C. F. Johnson, Peterborough, for park development at Otter Lake, Greenfield, including 575 lin. ft. stock wire line fence, bid cost, \$552; 260 lin. ft. woven wire fence, bid cost, \$754.—To Suburban Excavators, Inc., Wakefield, Mass., for highway work on Interstate 93 near Windham/Derry Town Line, including 9,800 lin. ft. 3-cable guard rail, bid cost, \$18,620; 8,900 lin. ft. stock wire line fence, bid cost, \$4,005; 540 lin. ft. stock wire fence brace panels, bid cost, \$486.—To Campanella & Cardi Construction Co., Warwick, R. I., for highway work on Int. 93, near Range Rd., including 11,000 lin. ft. 3-cable guard rail, bid cost, \$20,900; 7,600 lin. ft. stock wire line fence, bid cost, \$3,420; 480 lin. ft. stock wire fence brace panels, bid cost, \$456.—To Charter Oak Construction Co., Inc., Hartford, Conn., for highway work on Rt. 104 near Bristol Village, including 5,500 lin. ft. 3-cable guard rail, bid cost, \$10,175; 180 lin. ft. woven wire line fence 4 ft. high, bid cost, \$90; 5 post assemblies for above fence, bid cost, \$75.

**N.J.**—Proj. #CH-36(S), plans for construction at Seton Hall University, South Orange, est., \$2,000,000. Msgr. John J. Dougherty, Pres.—Proj. #P-3113, plans for construction of sanitary system, Pompton Lakes, est., \$1,725,000. Eugene W. Dockery, mayor.—Proj. #P-3118, plans for construction of sanitary system, Dover Township, est., \$3,165,000. Frank W. Sutton, Jr., Chmn., Dover Sewerage Authority, Dover Township, Ocean County.—Proj. #P-3123, plans for construction of incinerator, Trenton, est., \$1,600,000. William J. Waldron, Dir., Dept. of Public Safety.—Award, by Post Office Dept., to August & Marie Fasolino, Trenton, for construction of new Hamilton Square Postal Branch, Trenton.

**N.Y.**—Proj. #P-3094, plans for improvements to incinerator, New Rochelle, est., \$500,000. Mrs. Betty A. Meagher, City Mgr.—Proj. #P-3095, plans for construction of drainage system, Hamburg, est., \$1,766,750. Charles L. Gaughan, Town Supervisor.—Proj. #P-3092, plans for construction of water facilities, Plattsburgh, est., \$435,000. Bernard Amell, Town Supervisor.—Bid call, by Department of Public Works, State of New York, security fencing at Westfield State Farm, Bedford Hills.—Urban Renewal, 7-acre "Park Row Extension" project, New York City, est. net cost, \$1,948,312. J.

**MORE—Page 27**



## AWARDS ★ PROJECTS-PROPOSALS ★

From Page 26

### N. Y.—continued

Clarence Davies, Chmn., Housing & Redevelopment Board, Municipal Bldg.—Urban Renewal, 26-acre "Area E" project, Niagara Falls, est. net cost, \$1,203,470. Daniel W. Collins, Dir., Dept. of Housing Rehabilitation, City Hall.

N.C.—Proj. #CH-25(D), plans for construction at Duke University, Durham, est., \$2,400,000. Deryl Hart, Pro Tem Pres.—Proj. #CH-51(D), plans for construction at Winston-Salem Teachers' College, Winston-Salem, est., \$288,000. F. L. Atkins, Pres.—Proj. #P-3029, 3030, plans for construction of two high schools, Boiling Springs and Lawndale, est., \$1,004,100. J. H. Grigg, Supt. Board of Education, Cleveland County.—Urban Renewal, 36-acre "Redevelopment Section No. 1, Brooklyn Urban Renewal Area," Charlotte, est. net cost, \$2,126,748. Vernon L. Sawyer, Dir., Charlotte Redevelopment Comm., 512 Johnston Bldg.—Award by Dept. of Interior, National Park Service, to Crowder Construction Co., Charlotte, for road work, bridges, along Linville Falls Spur, Blue Ridge Parkway, Burke County.

OHIO—Urban Renewal, 659-acre "Avondale-Corryville" project, Cincinnati, est. net cost, \$17,885,231. Charles H. Stamm, Dir., Dept. of Urban Development, City Hall.—Proj. #CH-130(H), plans for construction at St. Elizabeth Hospital School of Nursing, Dayton, est., \$1,200,000. Sister M. Bernardine, Administrator.—Urban Renewal, 863-acre "University-Euclid No. 1" project, Cleveland, est., \$10,000,000. James M. Lister, Dir., Dept. of Urban Renewal, City Hall.—Proj. #P-3094, plans for construction of sanitary system, Aberdeen, est., \$280,000. George H. Shelton, mayor.—Proj. #CH-108(D), plans for construction at John Carroll University, Cleveland, est., \$1,911,000. Hugh E. Dunn, Pres.—Proj. #CH-125(D), plans for construction at the University of Akron, Akron, est., \$1,249,365. Norman P. Auburn, Pres.—Proj. #CH-99(D), plans for construction at Ohio State University, Columbus, est., \$6,000,000. Gordon B. Carson, V.P. for Business & Finance.—Housing for the Elderly, Lakewood, est., \$1,480,780. Sponsor: Lakewood Senior Citizens.—Housing for the Elderly, Cleveland Heights, est., \$1,100,000. Sponsor: Council Gardens.—Urban Renewal, 38-acre "Gunkel" project, Toledo, est., \$2,435,198. James H. Brubaker, Dir., Urban Renewal Agency, 565 N. Erie St.

OKLA.—Proj. #CH-28(DS), plans for construction at Oklahoma State University of Agriculture & Applied Science, Stillwater, est., \$2,983,000. Oliver S. Willham, Pres.—Proj. #CH-32(D), plans for construction at Central State College, Edmund, est., \$1,775,000. Dr. Garland A. Godfrey, Pres.—Proj. #PFL-183, 198, plans for construction of sanitary system, Savanna, est., \$174,953. Eual Walkup, Chmn., Bd. Trustees.—Prop. #PFL-187, 188, plans for construction of sanitary system, Valliant, est., \$150,452. Luther Byrd, Chmn., Bd. Trustees.

PA.—Proj. #P-3279, plans for construction of storm drainage system, New Oxford, est., \$90,000. Mrs. Vesta Lingg, Borough Secy.—Proj. #CH-135(D), plans for construction at Albright College, Reading, est., \$920,000. Harry V. Masters, Pres.—Proj. #CH-124(D), plans for construction at Lafayette College, Easton, est., \$750,000. K. Roald Bergethson, Pres.—Proj. #CH-139(DS), plans for construction at Juniata College, Huntingdon, est., \$660,000. Calvert N. Ellis, Pres.—Urban

Renewal, 103-acre "Allegheny Center" project, Pittsburgh, est. net cost, \$22,592,096. Robert B. Pease, Exec. Dir., Urban Redevelopment Authority, 200 Ross St.—Urban Renewal, 91-acre "Southwest Temple" project, Philadelphia, est. net cost, \$13,080,626. Francis J. Lammer, Exec. Dir., Redevelopment Authority, 1818 Rittenhouse Sq.—Urban Renewal, 8-acre "Parnassus Triangle" project, New Kensington, est. net cost, \$412,363. William J. Hanka, Exec. Dir., Redevelopment Authority, 5th Ave. & 9th St.—Urban Renewal, 31-acre "Adams-Musser Towns No. 1" project, Lancaster, est. net cost, \$1,569,872. Burrell B. Cohen, Exec. Dir., Redevelopment Authority, 208 N. Duke St.—Urban Renewal, 25-acre "Water Street" project, Chambersburg, est. net cost, \$911,389. Robert R. Pfeffer, Exec. Dir., Redevelopment Authority, 301 S. Main St.

TEX.—Proj. #CH-134(D), plans for construction at Blinn College, Brenham, est., \$84,000. James H. Atkinson, Pres.—Proj. #CH-132(D), plans for construction at Pan American College, Edinburg, est., \$365,000. Ralph Schilling, Pres.—Proj. #CH-116(D), plans for construction at Texas College of Arts & Industries, Kingsville, est., \$800,000. Ernest H. Poteet, Pres.—Proj. #CH-121(D), plans for construction at the University of Texas, Austin, est., \$1,800,000. H. H. Ransom, Pres.—Proj. #PFL-195, plans for construction of sanitary system, Springtown, est., \$122,650. B. G. Freeman, mayor.

WASH.—Proj. #P-3130, plans for construction of general hospital and nursing home, Davenport, est., \$845,000. William A. Gray, Chmn.—Proj. #CH-42(DS), plans for construction at Eastern Washington College of Education, Cheney, est., \$2,900,000. Don S. Patterson, Pres.—Proj. #CH-41(DS), plans for construction at Pacific Lutheran University, Tacoma, est., \$1,100,000. S. S. Eastvold, Pres.—Proj. #CH-49(D), plans for construction at Washington State University, Pullman, est., \$3,094,000. C. Clement French, Pres.—Proj. #CH-48(DS), plans for construction at Central Washington College of Education, Ellensburg, est., \$3,247,000. Perry H. Mitchell, Acting Pres.—Proj. #CH-38(D), plans for construction at the University of Washington, Seattle, est., \$1,200,000. Charles E. Odegard, Pres.—Proj. #CH-46(D), plans for construction at the University of Puget Sound, Tacoma, est., \$900,000. R. Franklin Thompson, Pres.—Proj. #P-3128, plans for construction of general hospital, Okanogan, est., \$795,000. Mrs. Eunice M. Stevens, Pres., Okanogan Hospital Dist. No. 3.—Proj. #P-3108, plans for construction of highway system, Waterville, est., \$1,000,000. N. L. McLandress, Chmn., Board of Commissioners, Douglas County.—Award, by Washington Dept. of Highways, to Erland & Blicke Co., Portland, for drain, grade, and fencing 3.3 miles state highway 8, Klickitat County, near Four O'Clock Rapids.

## Business For Sale! MUST SACRIFICE

A good, established fence business.  
Called to serve in armed forces.

Must sacrifice entire business, complete with trucks and equipment for the erection of fence and mfg. of gates and ornamental iron. Located in the heart of Long Island. Price \$15,000. Will discuss terms for a fast sale. Write or call.

V. Greco — Inter Fence Co.  
105-45 158th St. Jamaica, N. Y.

## RELIABLE Gate Hardware For Screen or Rail-Style Gates Hot-Dipped Galvanized Steel

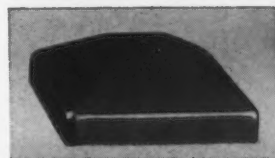
★ STRIKER	★ .25 ea.
KEEPER	.20 ea.
HINGES (4 pcs.)	
1/2" x 4"	\$2.65 pr.
HINGES (4 pcs.)	
3/8" x 5"	\$3.95 pr.
HANDLE	.55 ea.
LATCH	\$1.10 ea.
LOOP (4 1/2" x 10")	\$1.00 ea.
LOOP (5 1/2" x 10 1/2")	\$1.10 ea.
CANE BOLT	\$2.70 ea.

### WRITE FOR CATALOG

★ A POSTCARD WILL SOLVE YOUR GATE HARDWARE PROBLEM. ★

**Reliable Fence Co., Inc.**  
Washington St. — Norwell, Mass.

## AMERICA'S FINEST POST CAPS



4 x 4—BOXES OF 100—  
GOLD ..... 12¢ ea.  
ALUMINUM ..... 11 1/2¢ ea.  
F.O.B. Denver—Wt. 5 lbs.

## LIFE-TIME FENCE CO.

929 W. 15TH AVE.—TEL. AComa 2-9794  
DENVER 23, COLORADO

## ANNOUNCING A New Corporate Name AMERICAN WHOLESALE FENCE Co., Inc.

FORMERLY:

Quaid Wholesale Fence Co.  
Under the same  
Management and Ownership.

Our policy will continue on the same high standards insofar as materials, prompt shipments and terms—John B. Vidrine, Jr., General Manager.

2700 Elysian Fields Ave.—Box 8045  
Tel. WH 9-2728—New Orleans 22, La.

## News Items . . . Timely and Informative

**Alsynite Division, Reichhold Chemicals, Inc.**, 4654 DeSoto St., San Diego 9, Calif., has appointed Eagle Lumber Dealer's Supply Co., Danville, Ill., as distributor for its translucent panels. Eagle has five branch operations in Blue Island, Ill.; Lafayette and Marion, Ind.; Mansfield and Lima, Ohio.

**Amco Fences Missile Sites.** The Amco Steel Fence Co., P.O. Box 19128, Houston, Tex., recently was awarded a contract for about six miles of chain link fencing, and 24 electric operated locking gates, for a total of \$124,759. The seven foot high installation will enclose two Titan missile sites in the Denver (Colo.) area.

**The Block Wall Contractors,** Chapter of the Fence Contractors Association, Inc., P. O. Box 4009, Terminal Annex, Los Angeles 54, Calif., is continuing its monthly meetings during the summer, with the next one scheduled for Sept. 7. The Association reports some success with bringing into line several suspected violations of California's licensing law.

**Fence Masters, Inc.** has moved to 7101 N.W. 69th Ave., Miami Fla., with a mailing address at P. O. Box 35-666.

**Florida Fence Co.**, 627 N.W. 6th Ave., Ft. Lauderdale, Fla., has opened a new branch office at 501 Industrial Ave., Boynton Beach, Fla.

**Vince Greco, Inter-Fence Co.**, 105-45-158th St., Jamaica 33, N. Y., has been called up for Army service and finds he must dispose of his business. Offering includes the sales of equipment, trucks, and other items for all types of fence installations and wrought iron work.

**Lampland Lumber Co.**, 419 E. 8th St., St. Paul, Minn., reports that it has sold the business to G. M. Stewart Lumber Co., 421 Johnson St., N.E., Minneapolis, Minn.

**Oregon's Bureau of Public Roads** is now located at 477 Cottage St., N.W., Salem, Ore., according to the U. S. Department of Commerce.

**Shamrock Fence Co.**, 434 Hemlock Lane, Rancocas Woods, N. J., is a new company dealing in chain link and wood fencing.

**Wholesale Fence & Pipe Corp.**, 2525 N.W. 72nd St., Miami, Fla., has been appointed an authorized distributor of "Zenith" portable electric power units.



**Economy Fence Co.**, R #7, P.O. Box 954, Tucson, Arizona.

**Sturdee Fence Co., Inc.**, 18625 Parthenia, Northridge, Calif.

**Embarcadero Fence Co.**, 2648 Bayshore Frontage Rd., Mountain View, Calif.

**Alcorn Fence Co.**, P.O. Box 1673, Santa Ana, Calif.

**Santa Monica Fence Co.**, 1547-16th St., Santa Monica, Calif.

**Bilt-Rite Fence & Supply Co.**, 3953 W. 84th Ave., Westminster, Colo.

**Frankson Fence Co.**, 451 State St., North Haven, Conn.

**Pompano Fence Co.**, P.O. Box 2835, Pompano Beach, Fla.

**West Side Fence Co.**, 1416 Glendale Drive, Fort Wayne, Ind.

**All State Fence Co.**, 7778 Irving Park Rd., Chicago 34, Ill.

**Westown Landscape Service**, OS 438 School Ave., Lombard, Ill.

### CHANGED YOUR ADDRESS LATELY?

We have recently been notified by the P.O. and other sources concerning the changes of address of the firms listed on this page. If you deal with any of these companies it may be convenient for you to note the corrected addresses listed here.

**Economy Fencing Co. Inc.**, 4308 W. 55th St., Shawnee Mission, Kans.

**Cardinal Fence Co.**, 74th & Seward, Omaha 14, Nebr.

**Rustic Fence Co.**, 15 Westview Terrace, Haworth, N. J.

**Reeves Fence Co.**, 305 E. Harriet Ave., Palisades Park, N. J.

**All State Chain Link Fence Co.**, 649 Rte. 17, Paramus, N. J.

**Rustic Fence Co.**, P.O. Box 131, Deer Park, Long Island, N. Y.

**Bekaert Steel Wire Corp.**, 320 Park Ave., New York, N. Y.

**AAA Fence & Supply Co.**, 4145 Nedra Drive, Bellbrook, Ohio.

**Guardian Fence Co.**, 12345 Euclid Ave., Cleveland 6, Ohio.

**Williams Fence Co.**, R.D. 2, Fairview Drive, Willoughby, Ohio.

**A.B.C. Fence Co.**, 12017 Garland Rd., Dallas 18, Texas.

**Tropical Fence Co.**, 5501½ Heise St., Houston 39, Texas.

**Western Fence Co.**, 339 W. 13th South, Salt Lake City 15, Utah.

**Narron Fence Co.**, 5400 Hull St., Richmond 25, Virginia.

**Long Fence Co.**, 3202 W. Lisbon Ave., Milwaukee 8, Wis.

**Ralph Culver Fences**, 4912 N. 54th St., Milwaukee 5, Wisconsin.

## Hot Dipped Galvanized HIGH CARBON TENSION BARS

Sizes 3/16"x5/8" and 1/4"x3/4"—In lengths ranging from 3' to 16'.—Priced for immediate sales in any quantity.

PRICES	—	3/16" x 5/8"	PRICES	—	1/4" x 3/4"
3 ft. Length . . .		18¢ . . .			30¢
3½ ft. " . . .		22¢ . . .			35¢
4 ft. " . . .		24¢ . . .			39¢
5 ft. " . . .		31¢ . . .			49¢
6 ft. " . . .		38¢ . . .			59¢
7 ft. " . . .		44¢ . . .			69¢
16 ft. " . . .		96¢ . . .			\$1.56

Phone Your  
Order Collect



— For Prompt Service —  
WHitehall 9-2728

## AMERICAN WHOLESALE FENCE CO., INC.

Formerly: Quaid Wholesale Fence Co.

2700 Elysian Fields Ave. — P.O. BOX 8045 — New Orleans 22, La.

# Fence Industry



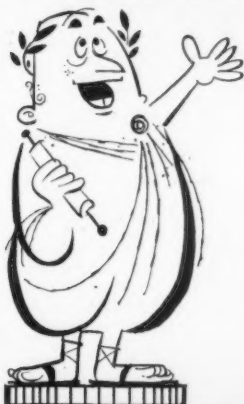
TRADE NEWS

**FREE**

**LISTING FORM**

**Next Page**

✓ Send in your listings for the  
**international DIRECTORY**  
**of Fence Materials**



**Last Call!**

*To list your firm and products  
In the only directory published  
For the Fence Industry.*

— PUBLISHED ANNUALLY —

You entail no obligation to be listed in the International Directory of Fence Materials, published in December. Your only requirement is to manufacture, wholesale, or distribute to this trade. If your product or service fits this field, we will list you.

More than 758 product headings and approximately 3500 suppliers were listed in our last issue. If yours did not appear, use the listing form on the next page. Our directory issue has thousands of listings of Companies, Products, Highway Engineers, Trade Names and other data. An invaluable Buying Guide for our subscribers to use for an entire year. Can you afford to ignore it?

LISTING FORMS CLOSE OCTOBER 15th — 1961

- ★ **10 FREE bold type listings available to advertisers.**
- ★ **2 FREE light faced listings to non-advertisers.**

**Plan your Advertising and Listings today!**

Our 148 page directory issue, contains more than 12,000 listings. Nothing like it anywhere. Thousands of buyers find it invaluable.

**We Require Your Listing Information At Once! Today!**  
**Listing Form must be signed by a member of your firm.**

Firms active in the Fence Industry do a total sales and purchasing volume far in excess of \$1 billion annually. This includes the steel companies, aluminum, wood, ornamental iron, fibreglass, fittings, hardware, equipment, tools, machinery, etc., etc.

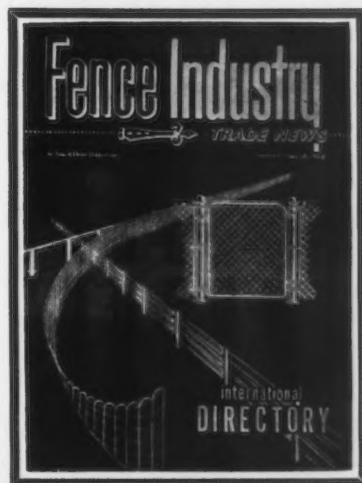
Added circulation for FI Directory advertisers: Every new subscriber during the year, between issues: and to all key purchasing Highway and Road Department Engineers at local, state and federal levels.

**FOR ADDED DETAILS WRITE DIRECT TO**

**FENCE INDUSTRY Trade News**

international DIRECTORY of all fence materials

127 N. Dearborn St. — Tel. RAndolph 6-2119 — Chicago 2, Illinois





# Mail at once for your FREE LISTING

Firm Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Tel. No. \_\_\_\_\_  
ZONE—STATE

Branch Offices \_\_\_\_\_

## PLEASE CHECK ✓

ERECTOR \_\_\_\_\_ CONTRACTOR \_\_\_\_\_ MANUFACTURER \_\_\_\_\_ DISTRIBUTOR \_\_\_\_\_ EXPORTER \_\_\_\_\_  
IMPORTER \_\_\_\_\_ FABRICATOR \_\_\_\_\_ WHOLESALE \_\_\_\_\_ RETAIL \_\_\_\_\_ / of FENCE \_\_\_\_\_ GATES \_\_\_\_\_ POSTS \_\_\_\_\_  
FITTINGS \_\_\_\_\_ SUPPLIES \_\_\_\_\_ TOOLS \_\_\_\_\_ EQUIPMENT \_\_\_\_\_ ELECTRIC FENCERS \_\_\_\_\_ CABLE \_\_\_\_\_ GUARDS \_\_\_\_\_  
OTHER PRODUCTS \_\_\_\_\_

MANUFACTURERS . . . when listing your fence products, indicate whether aluminum, coated, colored, chain-link, type of wire (barbed etc.), ornamental iron, steel, block, corrugated, picket, wood, etc.

FENCE ERECTORS . . . if you own specific trade names to identify your company or products, be sure to list them under trade names column and identify.

## CREDIT REQUIREMENTS

## CATALOGS AVAILABLE

YES \_\_\_\_\_ NO \_\_\_\_\_ (✓ PLEASE CHECK)  
FREE . . . . . PAID . . . . . PRICE

## ADDITIONAL INFORMATION:

## LIST YOUR PRODUCTS

DO NOT LIST PRODUCTS unless you are a manufacturer, wholesaler, importer or exporter—or sole sales agency.

**DISTRIBUTORS-SALES AGENTS**  
NAMES—ADDRESSES

**TRADE NAMES (List and Identify)**  
Only those you have authority to use.

DATE \_\_\_\_\_ 19\_\_\_\_

## IMPORTANT—PLEASE NOTE:

ADVERTISERS! In addition to the space you purchase, you may select 10 listings Free at headings desired which will be set in bold type. We will make special headings for you.

NON-ADVERTISERS! The publisher reserves the right to limit non-advertisers to a total of 2 Free listings, which are set in light faced type if necessary.

Is Advertising desired in conjunction with listings?  
YES \_\_\_\_\_ NO \_\_\_\_\_

**FENCE INDUSTRY Trade News,**  
International Directory of Fence Materials,  
127 N. Dearborn St., Chicago 2, Ill., U.S.A.

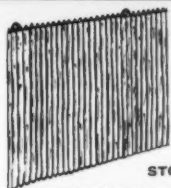
## PLEASE SIGN

Signature \_\_\_\_\_ Title \_\_\_\_\_

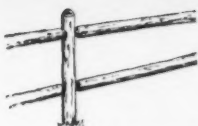
YOUR LISTING IS FREE NO OBLIGATIONS. Send in your catalog or circular matter with this form to aid us in listing your company.  
**Advertisers Receive 10 Listings in Bold Type—Write For Advertising Rates and Product Heading's List.**

Mail at once to insure free listing

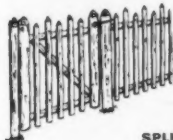
**Authentic**  
**EARLY AMERICAN RUSTIC FENCING**  
 From Northern Michigan's White Cedar Forest  
 America's Most Durable Fence Wood



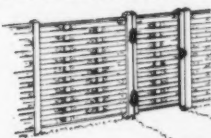
STOCKADE



ROUND RAIL



SPLIT PICKET



CEDARWEAVE



**BRANDED FOR QUALITY**

You can influence customer decision with Early American Rustic Fence.

Superior Quality—skillfully crafted from select materials. Prompt Service—most orders shipped same day received.

Write today for brochure and price list.

**EARLY AMERICAN FENCE CO.**

SUPERIOR QUALITY • PROMPT SERVICE  
 Escanaba 1, Michigan

**SAVE**  
 WITH  
**CARNAHAN FITTINGS!**

BARB WIRE ARMS  
 COMPLETE  $1\frac{5}{8}'' \times 1\frac{3}{8}''$  .48  
 RAIL ENDS  $1\frac{3}{8}''$  .06

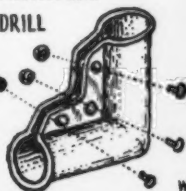
**HEAVY LOOP TOPS**  
 $1\frac{5}{8}'' \times 1\frac{3}{8}''$  .09

**GATE CORNER**

Under actual test labor saved has even exceeded 50%.

NO HOLES TO DRILL  
 NO RIVETS  
 FITS  $1\frac{3}{8}''$  O.D. PIPE

\* COMPLETE WITH BOLTS



Write For Free Samples And Catalog!

**Carnahan Fence Fittings**

2155 So. Campbell • Springfield, Missouri

**AMERICAN MADE  
 TO  
 AMERICAN  
 STANDARDS**

**COLORBOND**

**THE INDUSTRY'S NEWEST AND  
 GREATEST PROFIT-MAKER**

COLORBOND's Special Introductory Discount makes it easier for you to stock the industry's fastest moving fence

**ON YOUR INITIAL ORDER ONLY OF COLORBOND VINYL-CLAD STEEL CHAIN LINK FENCE**

**1000 FT. — \$444.44**

- 300 feet Turf Green 42", 12 gauge,  $1\frac{1}{4}''$  mesh
- 200 feet Green & White 42", 12 gauge,  $1\frac{1}{4}''$  mesh
- 300 feet Turf Green 48", 12 gauge,  $1\frac{1}{4}''$  mesh
- 200 feet Green & White 48", 12 gauge,  $1\frac{1}{4}''$  mesh

COLORBOND's Dealer-Directed Promotion Program is pre-selling beautiful COLORBOND vinyl-clad fence to

**66,000,000 prospects on  
 national network television**

COLORBOND's national promotion and merchandising program is designed to help you boost volume and profits with

- ★ national television participation
  - ★ national magazine advertising
  - ★ complete sales and merchandising kits
- Let the magic of color and the power of national promotion

**PROTECT YOUR PROFITS  
 AND EXTEND YOUR SELLING SEASON**

Successful Dealers Are Stocking And Selling COLORBOND  
 Scientific Tests and Customer Acceptance Have Proven COLORBOND  
 Intensive National Promotion Is Pre-selling COLORBOND



35 West 53rd St., N. Y. 19, N. Y. — Circle 7-4441  
 Factory: Jersey City, N. J.



DISCOVERED  
"SHUJAX"

the walking scaffold for the  
chain link fence industry . . .



*prices upon  
request*

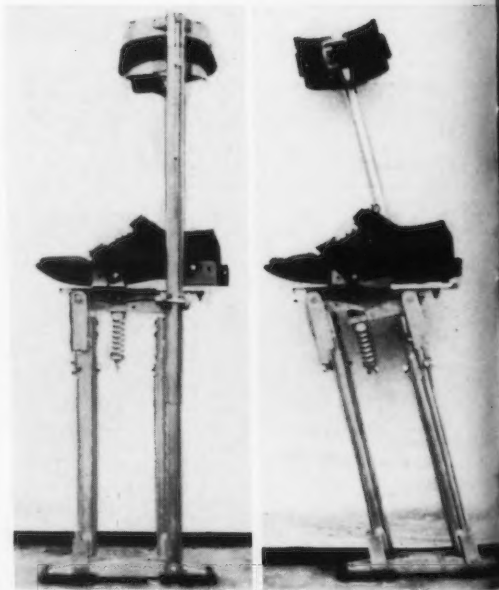
- works wonders for your profit picture
- do top work at shoulder height
- no more ladders to move or climb
- spring action makes walking natural
- light weight, all aluminum
- fits any man on the crew
- rough ground no handicap
- adjustable or fixed height
- thousands of building tradesmen use them daily

★ *nationally distributed by*

**Fittings Inc.**

Our Fittings Are Made To Government Specifications  
SHELBYVILLE P.O. Box 426 KENTUCKY

A LOOP CAPS  
L RAIL ENDS  
L POST CAPS  
U BARB ARMS  
TENSION BANDS  
M BRACE BANDS  
I TENSION BARS  
SLEEVES  
N POSTS  
U TOP RAILS  
BOAT DOCK FITTINGS  
M SHUJAX



"They walk with you"



